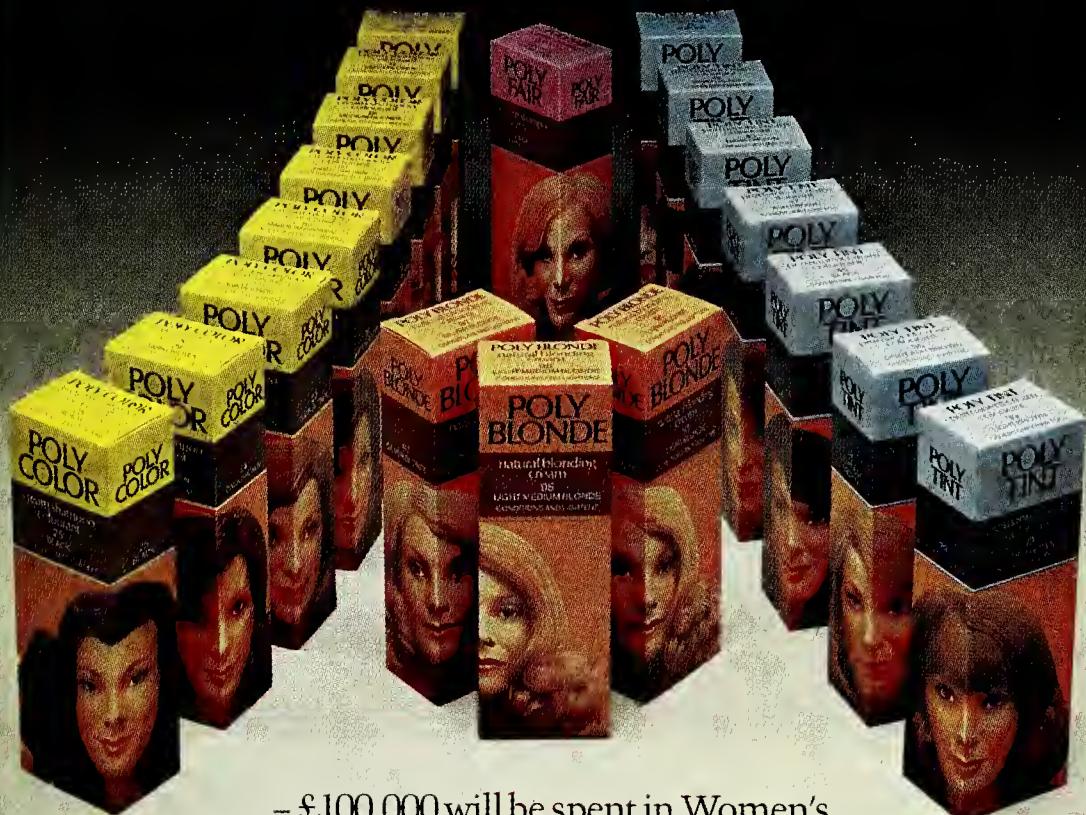


Chemist & Druggist

Benn

JANUARY 25 1975 THE NEWSWEEKLY FOR PHARMACY

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Chemist & Druggist

The newsweekly for pharmacy

25 January 1975 Vol. 203 No. 4948

116th year of publication

Editor Arthur Wright, FPS, DBA

Advertisement Manager James Lear

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Comment

Half-way mark

Forty-nine per cent—that is the extent of retail pharmacy's (excluding Boots) dependence upon the National Health Service, according to the latest annual review of chemists' business by the A. C. Nielsen market research organisation (see p94). It is a figure which must bring elation to those who seek a fully-professional pharmaceutical service, with or without nationalisation, but despair to those who value the general practice pharmacists' contractual independence in the Health Service.

Two more percentage points and politicians such as Mr Laurie Pavitt (last week, p71) may feel more than justified in claiming that the State's "majority shareholding" gives it the right to "call the tune." For those pharmacists who would offer a defence against that philosophy, Nielsen provides little comfort, however, except to show very clearly that there is great scope for improvement in pharmacy retailing.

Top of the priorities must be an increase in counter sales in terms of turnover per square foot of selling area. Nielsen find that for small independents the average is as low as £0.75 per sq ft per week—which compares with £1.27 for large independents, over £2 for Boots (the company's own figure) and £1.70 for retail food shops with selling areas below 2,000 sq ft.

Dispensaries, on the other hand, are making £3-£4 per square foot, which may explain why some pharmacists feel justified in giving this department almost their sole attention and leaving "the shop" virtually to manage itself.

But success in trade depends upon being alive to changing conditions and the pharmacist, while he chooses or has need to engage in trade, must put as much effort into enticing the public to buy from his counters as he expects his negotiators to put into fighting his professional cause.

Unity, please

We wish to "compliment" Mr Graham Walker of Spalding again (for he so regards mention in this column, see p107). The reaction he has aroused from Pharmaceutical Society members can certainly be deemed "a blow against apathy," even if we don't entirely see his methods as "a blow for democracy".

But we would assure him that we hold no particular brief for any Council member or candidate — our only concern is that those elected should stand or fall on the contribution they have or could make *individually* to the advancement of the *whole* profession, rather than because of their membership of any sectional group or "campaign".

We hope that Mr Walker does not wish to see Mallinson House moved into Bloomsbury Square, for such a move would lead to a complete split in the profession. Retail must remain the "bedrock" of pharmacy, not make a takeover bid. There are those who would not be "taken over" at any price, and retail pharmacy would be among the losers from professional division.



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During February, there's a special 10p-off coupon for the consumer appearing in the National Press. Plus special terms for you. Ask your Cuticura Representative all about it.

'Withdrawal' notices by Irish contractors

Virtually all the pharmacies in the Irish Republic's General Medical Services dispensing scheme on Tuesday handed in three-month notices of withdrawal from the scheme.

The notices, which become effective on April 21, were served on the chief executive officers of the eight regional health boards administering the GMS scheme by 1,000 of the 1,057 participating pharmacies. The medical profession has also decided to follow suit, and their withdrawal notices are expected to be submitted within a few weeks.

Mr G. Ledwith, general secretary, Irish Pharmaceutical Union, told *C&D* that the Union had still not had a reaction from the Minister for Health on their threatened withdrawal which was first proposed in December (*C&D*, December 7, 1974, p 782). The Union had not reduced its claim for a rise in the GMS dispensing fee from £0.20 to £0.78 an item which had been turned down by the Minister (*C&D*, October 19, 1974, p 548). If anything, Mr Ledwith felt that the claim, which had been submitted as a minimum, might need increasing in view of such factors as inflation and budgetary measures.

Wilts contractors put sanctions into effect

About 40 out of the 76 Wiltshire contractors are carrying out a "work-to-rule" sanction by not filling in prescription forms for patients exempt from charges, according to Mr G. Hill, secretary Wiltshire Area Chemist Contractors Committee (last week, p 53).

Several pharmacists had telephoned him from throughout the UK supporting the move and his patients were happy with the system because it saved time. Mr Hill was confident that the pricing bureau would accept the prescriptions marked with a red "E" as "it was not illegal — we have never promised to sign or accept responsibility for the way the forms are filled up." The Department had already broken their part of the contract by not paying on time, he said. The Central NHS (Chemist Contractors) Committee had acknowledged the Wiltshire contractors' call for withdrawal from the NHS and were to put it before the members.

A spokesman from the Prescription Pricing Authority told *C&D* that it had not been decided yet how the prescriptions would be dealt with and he could not say whether a letter from the pharmacist saying certain patients were entitled to exemption would be sufficient for payment for their prescriptions.

□ The Pricing Authority would be entitled, under the Regulations, to deduct

from a chemists' monthly cheque the prescription charges for all forms that had not been duly completed by the exempt patient. Alternatively, prescriptions may be returned, thus delaying payment—Editor.

Winthrop deny television statement on Negram

Winthrop Laboratories have written to all general practitioners in Great Britain denying a statement made about Negram on the BBC television programme "Nationwide".

The statement, that the company withdrew claims about Negram following their ridicule by scientists, was "totally and completely untrue", according to the letter, and was "yet another diatribe on the alleged deceitfulness of the pharmaceutical industry and, by implication, the gullibility of the family doctor". Doctors could confidently reassure any patients on the drug who may have been worried

by the programme. Winthrop are taking advice about legal action against the BBC and the company says it will donate a proportion of any damages obtained to medical charity.

NI premises bombed

A pharmacy in the centre of Belfast was destroyed on Tuesday night by a bomb placed outside the shop in a bag. The shop, E. J. Crossin, 1 College Street, Belfast, ceased dispensing at the beginning of the year.

Pressure group campaigns for small shops

A London pressure group has called for immediate action to save small local shops from being replaced by "money-making" boutiques.

Save our Local Shops is to present a charter to Mr Anthony Crosland, Secretary of State for the Environment, calling for a new Small Shops Act to give the small shopkeeper the same protection as private residents in security of tenure, phased rent increases and easing of rates.

A spokesman for the group told *C&D* that they were including pharmacies in the list of essential small shops they were aiming to protect. They were seeking amendments to the Town and Country Planning Act (Use Class Orders) 1972 which would enable the changes in shop use to be controlled, so that, for example, any premises once let as a pharmacy would always remain as such.

'Workers' co-operative' takes over home brew firm

Six former employees of a home brews firm which went into liquidation are now operating a new company and continuing manufacture using the old brand name.

Last September a receiver was appointed to take over the affairs of the Nigroid Ferris group of companies, which included Grey Owl Ltd and Monks Home Brew Ltd (*C&D*, September 28, 1974, p 448). With the backing of Pentland Industries Ltd, a public company, the six former employees purchased the assets of Monks Home Brews and are now trading as Unican Foods Ltd, Unican House, Central Trading Estate, Bath Road, Bristol BS4 3EH. At the moment the new managing

director, Mr A. Tuckett, and the rest of the staff are working seven days a week to keep pace with demand for the company's Unican range of beer and wine concentrates. Although not all the previous range is now made — two wine concentrates and three beer products have been cut out — the new company hope to expand their range of super wine yeasts to include named varieties.

Mr K. V. J. Hockings, technical sales director, told *C&D* that the new company had got off to a good start, and sales for November and December were 60 per cent higher than they had anticipated.

The staff of Unican Foods Ltd:— (left to right) Alan Tuckett, managing director, David Fry, works engineer, Colin Winterbottom, production manager, Sean O'Neill, financial controller, Keith Hockings, technical sales director, and David Heathorn, works director



Nearly half chemists' turnover now NHS

Chemists' turnover topped £500m for the first time in 1974 (Boots excluded), but NHS takings accounted for almost half the total and rose much faster than counter turnover. Those are the main conclusions of the A. C. Nielsen research organisation's 14th annual review of chemists' trading, which warns that chemists must ask themselves: "How can I be more efficient?"

Based on ten months' results and an estimate for November/December, total turnover reached £529m for the year, an increase of 11.4 per cent. This compares with previous years as follows:—

Turnover gains

	Total	Cash	NHS
1974	11.4%	7.3%	16.0%
1973	9.7	6.0	13.4
1972	10.0	6.0	14.5
1971	10.0	10.0	10.5
1970	9.5	6.0	14.5

The results indicate that 1974 was a slightly better year for chemists, say Nielsen, partly due to a small improvement in the rate of growth of cash business, but more to a sharp increase in NHS receipts (the estimates include the "lump sum" payment of 2.66p per prescription).

With NHS business growing at more than twice the rate of counter trading, the NHS share of turnover rose from 46 per cent in 1972 to 47 in 1973 and to just over 49 per cent for 1974.

The extent of this continuing swing to NHS business is underlined by taking a look at the long-term figures in the chart. Whereas over-the-counter trading had gone up by 91 per cent from the base year of 1962 (index 100), the NHS business had increased by 282 per cent.

There was a small increase in the number of prescriptions dispensed in the twelve months ending September 1974, compared to the same period ending a year earlier, amounting to +3.5 per cent. But Nielsen estimate that the average cost per prescription was up to 96p, an increase of 10 per cent over the same period a year earlier. "However, the true increase for the calendar year 1974 will be greater than 10 per cent when the lump sum payment is taken into account."

Turnover gains, 1974 over 1973 (%)

	Multiples*	Independents
NHS	+15.1	+16.1
Counter	+7.3	+7.3
Total	+10.3	+11.6

*Excluding Boots

Both multiple and independent chemists' counter turnover increased by just over 7 per cent for the year. But, say Nielsen, "with retail prices as a whole increasing at a rate of about 17 or 18 per cent over

the year, chemists' over-the-counter increase of 11-12 per cent doesn't look too good, and the counter trading increases of 7-8 per cent look even worse".

However, a closer investigation of government index figures shows that the sub-section of the general index of retail prices which most closely tallies with the goods stocked by chemists (medicines, surgical goods and toilet requisites) was showing a slower rate of inflation than almost any other ingredient — the increase from August 1973 to August 1974 was of the order of 8 per cent. Figures for September indicate an increase in this sector of about 10 per cent. "Therefore we can say that chemists were holding their own with inflation but showing little, if any, volume growth on average."

Nielsen find that there has been a small increase in the proportion of independent chemists using cash-and-carry,

39 per cent. These chemists accounted for 38 per cent of independent chemists' business in September-October 1974.

During the September and October research cycle Nielsen auditors checked whether the independent chemists in the sample belonged to a voluntary trading organisation (whether or not they were displaying a symbol). From the returns they estimate that 37 per cent are members of VTOs, but these chemists account for about 50 per cent of independent chemists' business, indicating that the shops belonging to VTOs were considerably larger than average.

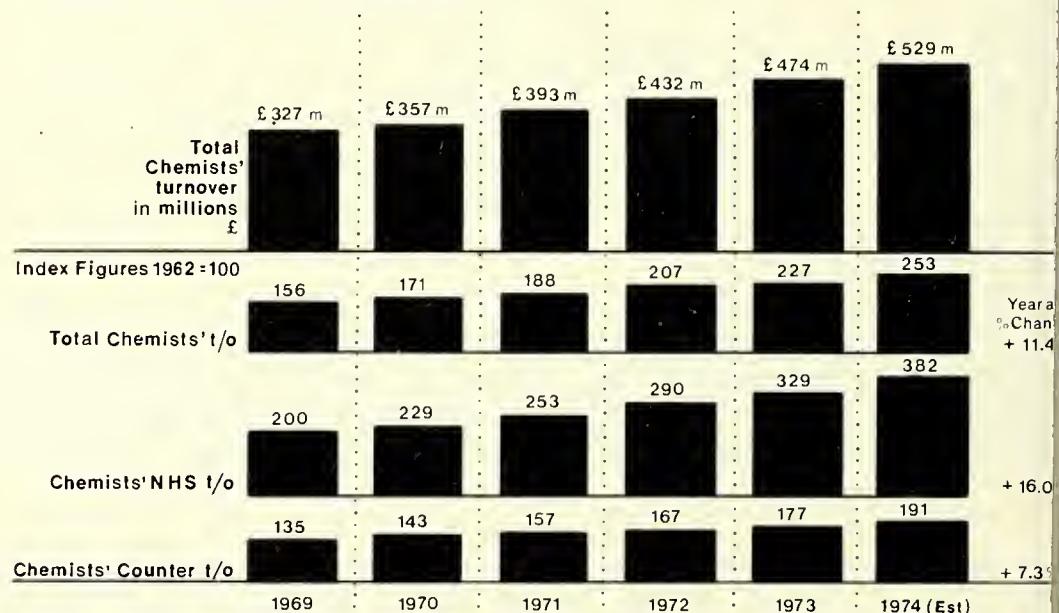
Turnover per square foot

Nielsen have provided some much-needed new statistics in this report on chemists' sales per square foot of selling area. They carried out a detailed check during July and August of all shops in the Nielsen Drug Index sample.

It should be noted that the estimates relate to an average week measured over the July-August 1974 period. Since holiday business boosts cash takings in these months, the figures shown for cash sales per square foot should be discounted by approximately 6 per cent at the national level, but the NHS figures are not affected.

Nielsen report: "The first impression one gets from the results is that chemists as a whole, have relatively small selling areas averaging only 384 sq ft; and even

Trend of chemists' turnover in Great Britain



Analysis of chemists' turnover per square foot and per person July-August 1974

	All chemists	Average weekly cash sales per sq. ft. £1.05	Pharmacies	Average weekly NHS t/o per sq. ft. £3.68	All chemists	
					Average selling area sq. ft. 384	Average weekly t/o per person £192
Great Britain						
Shop types						
Multiples and Co-operatives	562	£1.02	149	£3.11	5.4	£176
All independents	360	£1.05	113	£3.76	3.8	£195
Large independents	493	£1.27	139	£4.07	5.5	£211
Small independents	264	£0.75	89	£3.45	2.5	£170
Standard regions						
Scotland	342	£1.10	113	£4.31	4.2	£192
North	426	£0.83	148	£2.58	3.7	£186
Yorks/Humber	458	£0.79	128	£3.27	3.8	£195
North-west	309	£0.84	97	£3.94	3.8	£152
East Midlands	472	£0.95	135	£3.25	3.7	£223
West Midlands	387	£0.99	118	£4.25	3.7	£222
Wales	338	£0.98	109	£3.95	3.8	£181
East & south-east	367	£1.30	111	£4.15	4.9	£174
South	491	£0.83	92	£5.04	4.2	£189
South-west	394	£1.44	119	£3.32	4.5	£205
Greater London	390	£1.22	118	£3.37	3.5	£226

Source: Nielsen Drug Index.

* Excluding outlets controlled by the Boots organisation but including other retailers of chemists' goods.

the multiples and Co-operatives, with 562 sq ft of selling area, are little more than double the size of the average small independent with 264 sq ft.

"The average chemist generates sales of approximately £1 per square foot of selling area per week and this ranges from £1.27 for the large independents to £0.75 for small independents. Since the scope for the latter category to increase the size of their selling area is presumably limited, these figures really put the spotlight on the need for them to generate higher productivity from the selling area available to them. In contrast, large independents generate a turnover per square foot 25 per cent higher than the average for multiples and Co-operatives (excluding Boots). Other figures which may help to put these results into context can be found in the Boots annual report for 1974, which states "sales productivity measured in terms of sales per square foot of selling space is now in excess of £2 per week", whilst the Institute of Grocery Distribution, in its digest of statistics, gives £1.70 per week for retail food shops with a selling area below 2,000 square feet.

'Power house'

"Turning now to the figures for the dispensary, we find that the average dispensary, at 117 square feet, is really the power-house of the shop. Occupying less than one-third of the shop selling area on average, it nevertheless generates a weekly turnover per square foot ranging from £3.11 for multiples and Co-operatives to £4.07 for large independents. Since customers for prescriptions normally enter through the shop and remain there while their prescriptions are dispensed, the shop, in a sense, is subsidising the dispensary unless other purchases are made at the same time.

"On the cash side the regional figures appear to be fairly consistent although the relatively high figure of £1.44 per sq ft in the south-west is probably affected by seasonal business in this region in July-August. In most regions the size of the dispensary is fairly close to the average; although one might contrast the situation in the south where the average dispensary size is particularly small (although highly productive) with, at the other end of the scale, the size of the average dispensary in standard region "North" which is higher than average and productivity correspondingly lower."

The average weekly turnover for all chemists (excluding Boots) stands at £192 per staff member with the average large independent leading the way at a level of £211.

Nielsen conclude by reviewing the "unanswered" questions posed by their study:— "Are dispensary sizes large enough?" "Has the right balance been struck between the size of the dispensary and the size of the rest of the shop?" "Are the staffing ratios correct?" "How can turnover per square foot be increased in small independents?" But, they add research has an important part to play in 1975 when the most important question, not only to ask but to answer, is "How can I be more efficient?"

Nielsen Researcher, No 1, 1975, A. C. Nielsen Co Ltd, Nielsen House, Headington, Oxford OX3 9RX.

Higher rates 'pushing up retail prices'

Retailers pay between 9 and 10 per cent of the total rates bill of the country according to the Retail Consortium and this, the Consortium maintains, is an important element in retailers' costs and in what the public have to pay since it amounts to 1½p to 2p in the £ on retail prices.

The consortium in giving evidence to the Committee of Inquiry into Local Government recently also made the point that retail prices over the last 10 years had increased at the rate of 6.7 per cent a year compound while rate receipts in cash terms had increased by 12.4 per cent compound.

Other arguments put forward included:

- There is evidence that the rate of growth in local authority expenditure is excessive in relation to the growth of the national economy.
- The Consortium regards the rating system as preferable to other methods of providing the contribution which the system at present makes to local government finance.
- Properties must however be valued for rating purposes according to consistent principles.
- The electoral system does not provide an adequate control of local government expenditure.
- The central government should therefore impose annual limits on the budgeted expenditure of local authorities, and the actual expenditure should be audited.
- Three or six months' notice of the proposed rate should be given, so as to allow ratepayers to budget, and to make representations if necessary.

Chemists' sales up 21 per cent in November

The value of sales by chemists and photographic dealers last November rose 21 per cent over the year before's level, whereas the figure for all kinds of businesses was 19 per cent up. According to the Department of Industry, independent chemists sales advanced 19 per cent, and the new retail sales indices are 165 for all chemists and 135 for independent chemists (1971=100). Figures for multiple and Co-operative society chemists are not given, and NHS receipts are not used in the calculations.

The final seasonally adjusted index of the volume of sales for November is 112.9 (1971=100) and the increase between October and November is estimated at 1-1½ per cent. However, the Department says that the underlying trend is broadly flat following the recovery of sales around the middle of the year. Provisional estimates for December are given as a



A customer of Sunderland chemist Mr M. Mather, (right) won first-prize in a national £70 Global holiday voucher competition organised jointly by Unichem Ltd and Beecham Proprietaries recently. The customer, Mrs Jean Auld, won the prize in a competition which was open to all chemist customers against the purchase of any product from the Beecham toiletry range. Presenting the prize was left, Mr D. F. Weston, national accounts manager, Beecham Proprietaries — chemist division.

rise of 18 per cent compared with the year earlier for the value of sales, and a volume index of about 111½, indicating some fall back from the November level.

□ The index of retail prices for all items for December 1974, was 116.9 (January 1974=100), a rise of 1.5 per cent over the previous month and 19.1 per cent on December 1973.

Proposed changes in poisons legislation

The Poisons Board has recommended changes in the Poisons List and the Poisons Rules as follows:—

Pirimiphos-ethyl: to be included in Part II of the Poisons List and in Schedules 1, 5A (Preparations for use in agriculture, horticulture or forestry), 5B, 7(6), 8 and 15 to the Poisons Rules;

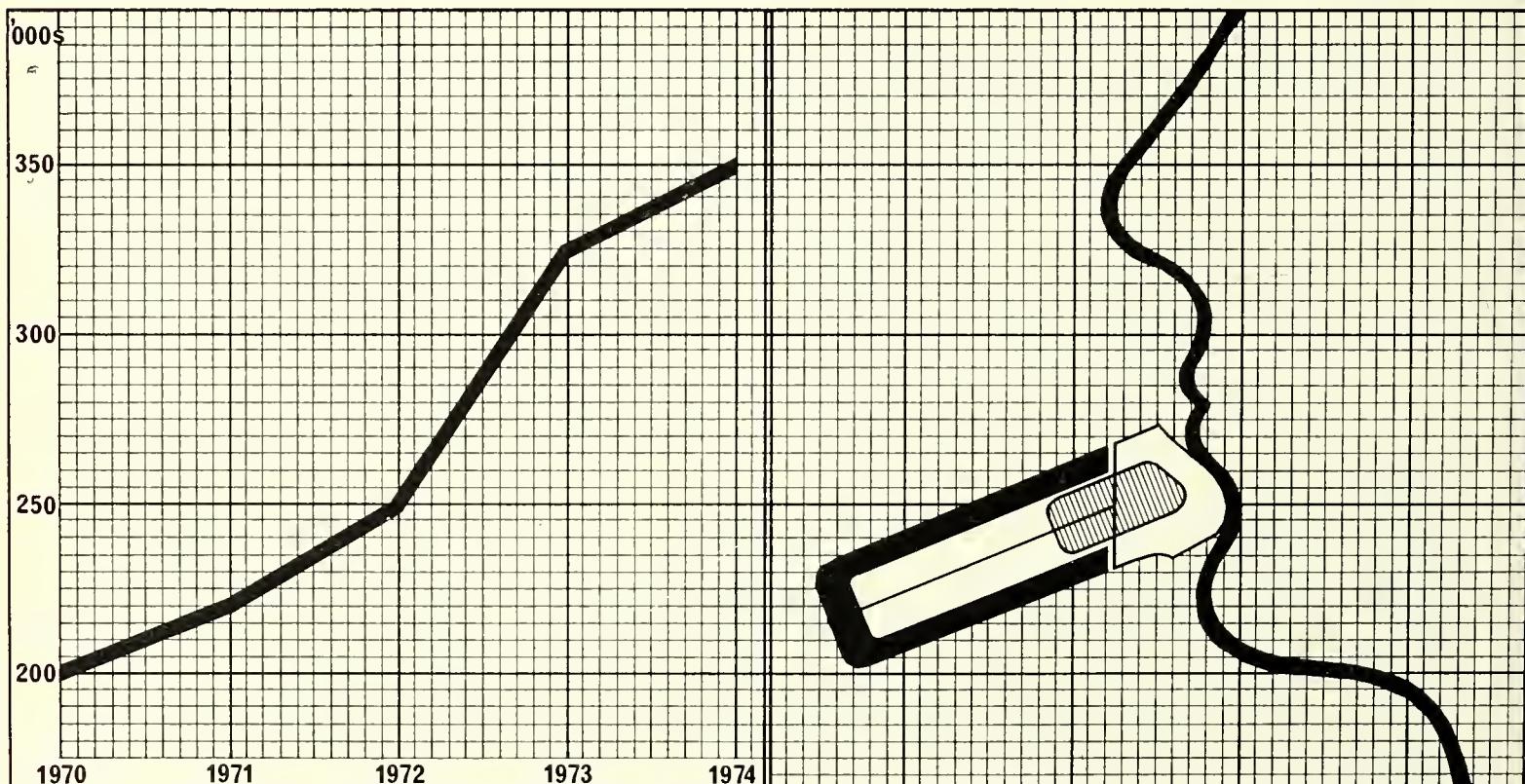
Arsanilic acid: an exemption to be made in Group II of Schedule 3 to the Poisons Rules in respect of sale when contained in reagent kits supplied for medical or veterinary purposes, the exemption extending to substances containing less than 0.1 per cent w/w arsanilic acid;

Dichlorvos: an exemption to be made in Group II of Schedule 3 to the Poisons Rules to allow uncontrolled sale when contained in granular preparations;

Granular preparations: Part (c) of the definition of the expression "granular preparation" at the end of Group II of Schedule 3 to the Poisons Rules to be amended to make it clear that, where there are two or more poisons contained in a granular preparation, the total proportion of the poisons shall not exceed 12 per cent.

The Secretary of State, Home Office, is considering making Statutory Instruments implementing the proposed changes. Any observations should be sent by March 7 to the Under Secretary of State, Home Office (Drugs Branch), Room 215, Romney House, Marsham Street, London SW1P 3DY.

In a growing market, Philips Foil Shaver has the best selling angle.



The national sales-curve

For you as a shrewd businessman, this chart has significance. The market for foil-head shavers has shown an increase of 75% over the past four years. It's worth bearing in mind when you're deciding which shavers to keep in stock. Now read on.

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As giants in the electric-shaver business, Philips are naturally the best-prepared to help you profit by this development. Only Philips has the angled-head foil shaver, the XTR7. After a number of years on the drawing board, it's been successfully tried and proven.

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If you live in London, Scotland or the South, there will be the additional bonus of TV commercials for the Philips Foil Shaver, which will reach 80% of all men in homes with ITV.

An opportunity from every angle

This all adds up to a big opportunity on the Philips Foil Head Shaver. It has the best selling angle on the market. So stock up now to meet demand.

Philips Foil Shaver £15.31. Suggested selling price inc. VAT.



PHILIPS

Simply years ahead

Contact lens fluids control: urgent talks

The Department of Health is to hold urgent talks with manufacturers as a first step towards bringing contact lens fluids under Medicines Act control.

The move has been welcomed by researchers at Bath University's School of Pharmacy who recently reported that many of these fluids did not have adequate antimicrobial activity (C&D, November 16, p 688).

Following advice from the Medicines Commission and the Faculty of Ophthalmologists, the Department has decided that these preparations should be subjected to the same controls on safety, quality and efficacy as medicines. Parliamentary approval would be needed before an order comes into effect but it is understood that such a move will be made within the next two months.

It is intended that contact lens fluids should require both product licences and manufacturer's licences. A Department of Health spokesman said there were no immediate plans to restrict outlets for these preparations.

Advise on antidepressants and glaucoma

Tricyclic antidepressants need not always be contraindicated for patients with glaucoma, says the latest *Drug and Therapeutics Bulletin*, although manufacturers' literature frequently states otherwise.

In chronic simple glaucoma, systemic anticholinergic drugs sometimes cause a small rise in intra-ocular pressure, but this effect is usually overcome by adequate anti-glaucoma therapy. Patients with closed angle glaucoma should not be at risk, as they would have had prophylactic peripheral iridectomies or would be using a miotic whose action on the iris would be unaffected by the mild anticholinergic action of the antidepressant. But such drugs could precipitate acute glaucoma in patients who have premonitory symptoms of closed-angle glaucoma such as blurred vision or haloes around lights, says the bulletin.

Fluoridation call after tooth decay report

The British Dental Association has called for the Government to introduce legislation for the fluoridation of public water supplies to improve the dental health of children.

The statement follows a report that two-thirds of about 13,000 schoolchildren surveyed needed treatment for tooth decay. About a quarter of the five

to eight-year-olds and one in eight of the nine to 15-year-olds had five or more decaying teeth. A quarter of five-year-olds and two-fifths of the six year-olds had already had restorative treatment.

Well over half the 3,000 mothers interviewed thought their children had no current need for treatment, whereas two-thirds of the children did need it. Few mothers recognised that children got their first permanent back teeth at six or seven years old. Many thought they were baby teeth and did not appreciate that they were the ones which most needed looking after because of their proneness to disease.

A spokesman told C&D that the survey reinforced the Association's view that the problem of dental decay in children was "enormous" and that as there were difficulties in changing parental attitudes on dental hygiene, fluoridation would be a step towards improving the situation.

Children's Dental Health in England and Wales, by Jean Todd (HM Stationery Office, £4.60).

Case for more subsidies on low-solute babymilks

A major campaign is needed to alert mothers to dangerous feeding practices, writes Dr B. Lewis, Whipps Cross Hospital, London, in last week's *British Medical Journal*. It could be part of a national drive to encourage breast-feeding, he suggests.

He describes an eight-week old baby who suffered brain damage "as a direct consequence of the high cost of artificial feeding." His mother had fed him undiluted cow's milk and cereal because she could not afford the prepared milk powders. Dr Lewis adds that there may be a case for further subsidies on low-solute milks when breast-feeding is impracticable.

Doctors at John Radcliffe Hospital, Oxford, writing in last week's *The Lancet*, point out that National Dried Milk is much cheaper than most commercial milks. Although there was widespread belief it was inferior, the doctors say it was not inferior to commonly used unmodified dried milk powders but there was "room for modification" to make it more like human milk.

Genetic manipulation's potential value

The potential benefits of "genetic manipulation" of micro-organisms may outweigh the risks involved, concludes a report published this week.

The report suggests that the technique might have a potential practical value, "for if one could isolate, and then multiply, the genes responsible for promoting the synthesis of, for example, insulin or human pituitary growth hormone, human antibodies, human interferon, or viral proteins for vaccine production, and if one could overcome the difficulties of bridging the gap between DNA and the protein that it directs, then there would be a prospect that these medically important substances could be manufactured from bacterial culture carrying the appropriate plasmids."

A working party set up in July 1974

Aspirin warning cards for phenindione

The Pharmaceutical Society's Council is recommending that aspirin warning cards should be issued to patients receiving anticoagulant therapy with phenindione in addition to those receiving coumarin anticoagulants.

Valium, substitution concession ends

Now that adequate stocks of Valium are available, the Department of Health is to withdraw the concession allowing chemist contractors to substitute another brand of diazepam. All prescriptions for either Valium tablets or capsules dispensed on or after February 1 must be met by supply of the Roche preparation.

Prescribing restraint plea

An appeal for doctors never to prescribe more than minimal quantities of any drugs which could be abused is given in last week's *British Medical Journal*.

The chairman and the honorary secretary, Association for the Prevention of Addiction, say that "many youngsters start their drug experiments from that overstocked family medicine cupboard."

A maximum of five tablets should be prescribed for the unknown patient requesting a drug which could be abused. If the drug was destined for the "black market" the prescription would be almost useless and "might never reach the chemist's counter". They add: "The consulting-room of a doctor who prescribes drugs on request is often filled in only a matter of hours by a queue of young hopefuls".

Call to ban paraquat

A call for paraquat to be banned was made by a doctor in a letter published in last week's *Lancet*. Dr G. A. C. Binnie, Berwick-on-Tweed, writes that paraquat is not indispensable as a weed-killer but it was so poisonous that more than 5 ml will almost certainly cause death. Conventional poisons at least allow would-be suicides and homicides the opportunity of a change of mind and the hope of a cure.

by the Advisory Board for the Research Councils (C&D, October 12, 1974, p 528) believes that detailed understanding of gene action might lead to a greater understanding of immunology, resistance to antibiotics and cancer.

However these techniques might produce strains of virulent bacteria against which neither humans nor animals would be protected if the organisms were released accidentally. The working party makes several recommendations on precautions which should be taken relating to personnel, training and equipment, and calls for further methods of "disarming" the organisms to be sought.

Report of the working party on the experimental manipulation of the genetic composition of micro-organisms (HM Stationery Office, £0.26).

News in brief

□ Because of a paper shortage, there will be a delay in distributing the 1975 Drug Tariff and copies will not be dispatched until February says the Department of Health.

□ Chemists and appliance contractors in Northern Ireland dispensed some 1,005,781 prescriptions (632,574 forms) in October 1974 at a total cost of £1,170,780 (£1.164 per prescription).

□ The Society of Cosmetic Chemists of Great Britain decided this month to submit a petition to the Privy Council for the granting of a Royal Charter which would recognise members as professional persons.

□ Leaflets explaining the new National Insurance contribution rates, which will apply from April 6 under the Social Security Amendment Act 1974, are available from local offices of the Department of Health and Social Security (C&D, November 9, 1974, p 660).

□ The Report by the Food Additives and Contaminants Committee on antioxidants in food, published recently, (HM Stationery Office, £0.22) recommends that there should be no change in the list of antioxidants permitted by the Antioxidant in Food Regulations 1974.

□ The Patents (Fees Amendment) Order 1974 (HM Stationery Office, SI 1974 No 2145, 4p), which came into force December 25, fixes new maximum fees payable for filing a complete patent specification (£60), sealing a patent (£20) and renewal fees from the fifth (£40) to the 16th year of the patent (£108). The application fee however remains at £1 maximum.

□ Mr Douglas Stevenson, BSc, FRS, is to give a paper on "Surviving Adelphi ironwork" to a Royal Society of Arts study group for the history of that Society on February 10. Mr Stevenson was for many years concerned with research and tablet manufacture at the Wellcome Chemical works, Dartford, Kent, and has served on Codex and Pharmacopoeial subcommittees.

□ The following Orders have recently become available at HM Stationery Office, 80 Chichester Street, Belfast BT1 4JY:—Poisons List Order (NI) 1974 (SR 1974 No 245, £0.14); Poisons Regulations (NI) 1974 (SR 1974 No 246, £0.59); Misuse of Drugs Regulations (NI) 1974 (SR 1974 No 272, £0.22); and Weights and Measures (Dentifrices) Order (NI) 1974 (SR 1974 No 282, 4p).

□ The National Health Service (Local Health Councils) (Scotland) Regulations 1974, published recently (HM Stationery Office, 1974 SI No 2177 (S200), £0.12), provide for the submission of schemes for the establishment of local health councils in Scotland. The regulations, which come into force on January 30, also determine the powers and duties of the councils and provide for staffing, accommodation and procedures.

Topical reflections

BY XRAYSER

Intake

The Council of the Pharmaceutical Society has asked its Education Committee to re-examine the question of the numbers graduating in pharmacy. In submitting its report to the Council at its January meeting, the Committee expressed concern, not for the first time, over the increasing intakes into the schools of pharmacy, but stated that it would be necessary to rely on the agreement of heads of schools to restrict their numbers to those estimated for the next five years. The committee, on the recommendation of Mr J. P. Bannerman and Mr J. P. Kerr, has willingly taken the matter back, with what effect remains to be seen for, despite forecasts of manpower requirements, the pattern of events changes with such rapidity that forecasting is well-nigh impossible.

For some considerable time the objective was to "keep the register up to strength." But what strength? It would seem from Mr Bannerman's contribution, that that much sought after total has been exceeded—if the desired figure was in fact the correct one. But the difficulty is that no-one can foresee the shape of pharmacy in the years ahead, and consequently the Council is having to aim at a moving target.

The pharmaceutical needs of the nation *per se* could be met out of a much smaller force than we have at present, but there are so many imponderables. Mr Kerr referred to the policy of the Education Committee of having two pharmacists per pharmacy. He argued that it was not possible to fault the logic of that position. Planning could reduce the number of pharmacies by half, but it would be more realistic to increase remuneration so that two pharmacists could be employed per pharmacy. That seems to overlook the fact that pharmacy is not exclusive to cities and large towns, for there are innumerable small towns and villages in which there is no possibility of doubling the strength.

There must also be many such which have no chance whatever of reaching Mr D. N. Sharpe's "viable" annual turnover of £50,000, but whose disappearance from the scene would lead to inconvenience and hardship for people who are in equal need of pharmaceutical service. It could, of course, be argued that many such pharmacies are there as a result of overloading of the Register at some time in the past, but what is to be the effect on the populace if there is no buyer at the end of the day?

Other factors

It may be, as I have suggested, that we who have been city-based tend to think in terms of dense population. Yet another development would be the increase of health centres, and the introduction of some kind of state control beyond that we have now, though not what Mr Laurie Pavitt, MP, described last week as "emotive nationalisation." (I must say that I should have been more impressed if the speaker had not used the expression "the top ten drugs" in the same manner as the Association of British Pharmaceutical Industries did recently, and had found some description other than "hitting the jack-pot" in reference to success in research.)

Mr Pavitt did say, and I imagine the remark will not be lost on the Education Committee, that it was nonsense to give the pharmacist professional training and then have a system of medicines distribution that had him spending his time selling shampoos, but that unless he did the taxpayer would have to spend a lot more on dispensing fees. That seems to be a point Mr Pavitt could make tellingly "in another place", to paraphrase a parliamentary expression. He said also, and Mr Bannerman cannot have failed to note it, that perhaps attention should be paid to the numbers being trained. But Mr Pavitt is parochial in outlook when he says that if the pharmacist were not to sell non-medicines then there would not be six pharmacies in every high street. There are small high streets.

New products and packs

Over the counter medicinals

Complement to Mulcets tablets

Mulcets gel (£0.31) has been introduced by 3M Laboratories as an effective complement to Mulcets tablets. The gel contains lignocaine hydrochloride 0.75 per cent w/w and cetylpyridinium chloride 0.10 per cent w/w, in a pleasantly flavoured gel base.

Suitable for relieving pain and aiding healing in mouth sores, rubbing or ill-fitting denture, and teething, it is designed to be used where a gel may be preferred, or where a tablet is inappropriate—in teething infants, for example. Mulcets gel is available in 10-g tubes packed in outers of 24 (Minnesota 3M Laboratories Ltd, Morley Street, Loughborough, Leics LE11 1EP).

Cosmetics and toiletries

L'Oreal add two setting lotions

Two new setting lotions have been added to the Twice as Lasting range by L'Oreal. The first, Condition Set (£0.48), contains a conditioner and a cationic resin so that the hair is conditioned while it is being set. It comes in a pink aerosol can, and is said to be suitable for dry and normal hair and ideal for tinted or bleached hair.

The second, Extra Hold Set (£0.46), produces a "firm and long-lasting set". This comes in a 75-g, blue aerosol can, enough for seven to eight sets. Both setting lotions are for use on wet hair, and both have the Twice as Lasting logo on the can.

To help launch the products in March, a £150,000 advertising campaign is scheduled for this year. Colour pages will appear in *Woman's Own*, *She*, *Cosmopolitan*, and *Family Circle* and the launch advertisement will carry a 6p-off coupon to encourage first time buyers.

Display material includes pre-packed units holding 12 aerosols, each coloured to match the can colour and featuring the logo of the range, and a unit holding four cans. Shelf strips, door stickers and headcards are also available (Golden Ltd, 18 Bruton Street, London W1R 8BN).

Aftershave introduced

Natura Products have introduced an aftershave and aerosol spray Cologne to their Pino Silvestre men's fragrance range. The aftershave comes in two sizes—75cc (£0.95), 150cc (£1.60)—and an aerosol spray has been added to the existing Colognes (£1.45). All three products are packed in the distinctive pine cone packs that is featured throughout the range.

To launch the new products, Natura Products are offering three opening parcels—two with bonuses—at £26.91,



£50.04 and £74.07 trade. The £50.04 parcel offers a bonus of six 75cc aftershaves (retail value £5.70) and the £74.07 parcel a bonus of six large aftershaves and three smaller (retail value £12.45). Both parcels include display material and testers (Natura Products Ltd, 90 Belsize Lane, London NW3).

Kamera Klear range addition

Cream powder eye shadow (£0.42) is the latest addition to the Kamera Klear range by Leichener. The powder eye shadows come in identical compacts to the cream eye shadows launched last year, and offer the same choice of nine colours—bronze, turquoise, lemon, grey, lilac, heather, sky and olive (L. Leichener (London) Ltd, 436 Essex Road, London N1 3PL).

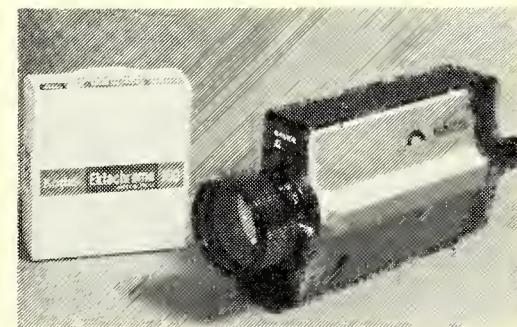
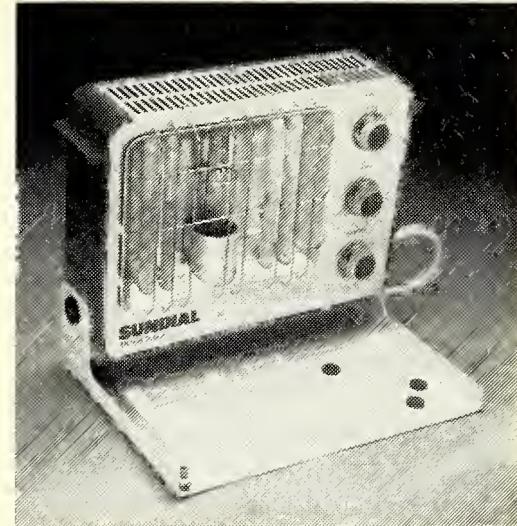
Electrical

Range of suntanning products

Carmen Curler Co have launched a range of home suntanning products consisting of three sunlamps, and a portable solarium. The products will be exhibited at the Electrical Living Trade Fair at Harrogate, February 1-3, and will be available for sale shortly afterwards.

The range consists of Sundial Filter de luxe (£35.95), a sunlamp that has an "instant start"—it is effective from the moment it is switched on. Extra UV light may be obtained by reducing the filter instead of increasing the time given to the tanning process.

Sundial Filter (£27.95) is the original quartz glass filtered sunlamp. Sundial



(£23.95) is the "economy" model; it has no filter but includes a distance-measuring gauge, tanning chart, magnetic memory counters and a timer/alarm.

The Sundial Solarium (no recommended retail price at the moment) plugs into a normal household socket, and may be used on its stand, attached to a wall bracket or suspended from a wall so that it is possible to lay underneath it. The Solarium features an "impulse" system which provides extra controlled power for a short period so that tanning times are kept very brief. The safety filters may also be completely closed so that only UVA light reaches the body to enable the user to "relax under the solarium without goggles and without worrying over exact distances or tanning times" (Carmen Curler Co Ltd, Carmen House, Deer Park Road, London SW19 3UX).

Photographic

'Pocket' movie camera

The latest movie camera in the Bauer range is the Top Star XL (£87.50) which is claimed to have low-light filming capabilities—it has an "ultra-wide" f1.2 Neovaron 8-20mm zoom lens (focus: 5ft to infinity), together with a special shutter for low-light filming and the facility to take the new 160ASA films.

Super 8 cartridges are loaded from the rear and there is a safety lock on the loading door. The eyepiece can be adjusted to suit the user and there is a tripod bush on the base with a cable release socket on top. Other features include a "length of film used" indicator and a switch over from daylight to artificial light filming. The shutter release—said to be "soft" for positive control—is positioned on the base of the camera at the rear, where the thumb, either right or left-handed, falls naturally.

The metering system is fully automatic with an f-stop indicator in the viewfinder

Continued on p 100

New products

Continued from p 99

together with an over or under exposure warning. The viewfinder also contains a battery check and "film run" control which shows that the film is correctly running through the camera. The governed film speed is 18 frames a second and two penlight batteries provide the necessary power. The camera is styled in black with silver side trim, both surfaces claimed to be hardwearing (Mayfair Photographic Suppliers (London) Ltd, Hempstalls Lane, Newcastle, Staffs ST5 0SW).

Automatic 110 camera

Mayfair Photographic have introduced a 110 camera with automatic metering and an electronic shutter with a claimed range of speeds from 1/330th to 10 sec. The camera, Sedic 33 (£21.50) has an f8 26.5mm, three-element glass lens. The viewfinder includes bright composition frame and close-up guides, and also a "low light" signal to indicate when flash should be used or a camera support is required. There is a flash socket on top of the camera for an "X" type cube, and when flash is used, the shutter is automatically set for exposure within 1½-3 metres.

Finished all in black, the camera weighs under 6oz and measures 5 x 2½ x 1in. Other features include a "soft" shutter release, cable release socket, tripod bush, thumb-push film wind-on and hinge-open back. The camera comes complete with battery and instruction booklet in a presentation box (Mayfair

Photographic Suppliers (London) Ltd, Hempstalls Lane, Newcastle, Staffs.

Planar lens additions

Three new lenses have been introduced in the Planar range. The f2.8, 35mm, six element Auto Palar (£24.95) has an angle of view of 63°, smallest aperture f16, and a magnification factor of 0.70x. Corresponding data for the other new Auto Palar lenses are: f28, 135mm (£23.50), five elements, 18°, f22, 2.70x; and f3.5, 200mm (£34), four elements, 12°, f22, 4.00x.

All the lenses are fully automatic with 42mm Pentax screw threads. Made from high quality, colour corrected and coated optical glass, they are finished in black with rubber focusing grip rings. The focusing scales are in both feet and metres, and apertures are click stop settings. The lenses can also be set for manual operation (Japanese Cameras Ltd, Hempstalls Lane, Newcastle, Staffs).

Prescription specialities

LUDIOMIL tablets

Manufacturer CIBA Laboratories, Horsham, West Sussex

Description Maprotiline hydrochloride 25mg: orange, circular, film-coated tablets with "CIBA" on one side and "DP" on reverse. Maprotiline hydrochloride 50mg: dark orange, circular, film-coated tablets with "CIBA" on one side and "ER" on the reverse

Indications All types of depression. Also depressions associated with anxiety, agitation and sleep disturbances

Contraindications Cardiac failure or recent myocardial infarction but could be used with caution in patients with known ischaemic heart disease. Should not be given simultaneously with MAOI therapy nor for 14 days after withdrawal of such drugs

Dosage Usual range 25-150mg daily in one dose or three divided doses. Dosage at night should reduce the need for hypnotics or tranquillisers. For moderate or severe depression, initial dose 75-150mg daily, adjusted after 1-2 weeks according to response. It has rarely been necessary to exceed 225mg daily, though doses of 300mg daily have been reported. Lower initial doses may be advisable in elderly patients. Experience in children has not been sufficient to establish an optimum dosage recommendation

Precautions Administration during pregnancy is advised only if there are compelling reasons for doing so. Patients with history of epilepsy should only be treated if kept under careful observation and anti-convulsant control. Caution in patients with cardiovascular disease, severe hepatic or renal impairment. Concurrent treatment with antihypertensive adrenergic neurone-blocking agents (eg guanethidine, betanidine) may inhibit hypotensive effect. Maprotiline may enhance pressor effect of directly acting sympathomimetic agents, (eg adrenaline, noradrenaline), while in-

directly acting sympathomimetics (eg tyramine) may be blocked. Caution in conditions where an atropine-like drug is contraindicated eg glaucoma, retention of urine

Side effects Drowsiness, dizziness, dry mouth, tremor, tachycardia, skin reactions and constipation have been reported

Packs Cartons of 100 tablets 25mg (£3.50, trade) and 100 tablets 50mg (£6.80), packed in PVC/foil strips of 10 tablets

Supply restrictions Recommended on prescription only

Issued January 1975

Notes Maprotiline hydrochloride has a tetracyclic nucleus and belongs to the chemical class of dibenzo-bicyclo-octadienes

BETADINE shampoo; skin cleanser

Manufacturer Napp Laboratories Ltd, Watford, Herts WD2 7RA

Description Golden brown sudsing surfactant solution containing povidone iodine 4 per cent w/v. Shampoo contains lanolin

Indications *Shampoo* — Seborrhic conditions of the scalp associated with excess dandruff, pruritus, scaling exudation and erythema of the scalp; pityriasis capitis; infected lesions of the scalp; pyoderma (recurrent furunculosis, infective folliculitis and impetigo); cradle cap. *Cleanse* — acne vulgaris of face and neck and other pyogenic skin conditions. As an adjuvant to systemic antibiotic therapy in treating septic lesions. For disinfection of skin (as a liquid soap)

Contraindications Discontinue in rare instance of irritation or sensitivity

Method of use *Shampoo* — Wet hair, apply 2-3 capfuls. Use warm water to lather and rinse. Repeat and massage scalp. Rinse thoroughly. Repeat twice weekly until the condition improves then use once weekly. *Cleanser* — apply directly or with moistened sponge onto affected area and work up rich lather. Allow to remain on skin for 3-5 minutes then rinse off thoroughly with warm water. With pyoderma the treatment should be repeated twice daily until improvement occurs then once daily

Packs Plastic squeeze bottles of 50ml (£0.24 trade) and 100ml (£0.44)

Issued January 1975

MINODIAB tablets

Manufacturer Carlo Erba (UK) Ltd, 28 Great Peter Street, London SW1P 2BX

Description White, flat, scored, 8mm tablet containing glipizide 5mg

Indications Maturity onset diabetes

Contraindications Pregnancy, juvenile diabetes, diabetic ketosis and acidosis, diabetic coma, severe renal or hepatic insufficiency, infections and febrile conditions, gangrene, severe trauma and major surgical procedures

Dosage Range 2.5-20mg daily. Initial dose in patients previously untreated with oral hypoglycaemics is 2.5-5mg daily, adjusted thereafter to obtain optimum effect. Doses up to 5mg may be taken as single dose with main meal. Doses above this should be taken as two doses with main meals. Daily dose to be increased or decreased by 2.5 or 5mg every 3 to 5 days until desired control is achieved. When replacing other oral anti-diabetics, recommended starting dose is 5mg daily in divided doses. A biguanide may be added

Precautions Concurrent use of MAOI's, phenylbutazone, -blockers, sulphonamides, coumarin derivatives or salicylates may enhance the hypoglycaemic effect. Conversely the effect may be diminished in the presence of adrenaline, corticosteroids, oral contraceptives and thiazide diuretics. Patients should take meals regularly and not exercise excessively without additional calorie intake

Side effects Nausea, vomiting, anorexia, gastric pain, rash, urticaria, pruritus, headache, dizziness have been reported

Packs 100 tablets (£4.00 trade)

Supply restrictions Recommended on prescription only

Issued January 1975

Notes Glipizide is an orally active anti-diabetic of the sulphonylurea group. Taken with a meal, therapeutic effects are seen within 30 minutes and reach a peak in 60 minutes. Rapid metabolism and excretion reduce risk of delayed hypoglycaemic episodes

THE SURE WAY
TO GET YOUR
MAN



The Sure way to get your man is through a woman. That's why Sure, the top selling anti-perspirant for women, is introducing an anti-perspirant for men.

We call it 'Wild Oak'.

We make it for men who want to keep dry and smell good. Already, 50% of all men are using anti-perspirants. They use them almost as often as women.

But the woman still does the buying, even for her man. She buys the name she knows, and more women know about Sure than any other anti-perspirant.

So just tell her about new 'Wild Oak' and you'll get your man.

It's a Sure thing.

Sure won't let you down.

Elida Gibbs Ltd
The Brand Builders







If it doesn't say Polaroid, it isn't really Polaroid.

This year, the only sunglasses that say Polaroid, will also say fashion more than ever before. With over 100 new eye opening styles and colours to choose from. Including many high fashion originals in a class all their own, created exclusively for us by top international designers.

That alone, will set them apart. But to assure your customers they're getting genuine Polaroid sunglasses (with all the features only Polaroid sunglasses are known for), our distinctive, colourful Sun Sign will be displayed on or near anything that has to do with our sunglasses. In our advertising, on display materials, hang tags, and all promotional pieces.

Our Sun will tell people these are the sunglasses that block out up to 99% of reflected glare and 96% of ultra-violet light. And that they're getting the best quality sunglasses available in their price range.

So will our brand new advertising campaign—in both television and press. Once again, we'll be the UK's largest sunglass advertiser.

When you make the best (and best-looking) sunglasses in the world, you don't want to keep it a secret.



Trade News

New look for Poly

The Poly hair colourant ranges are to be relaunched in April in packs that bring a "stronger cosmetic look to the range". Richard Hudnut Ltd, Eastleigh, Hants, claim the most important fact about the new pack design is that it aids self-selection: the customer can clearly identify the shades she requires from the differently-coloured head shots pictured on the front of each pack.

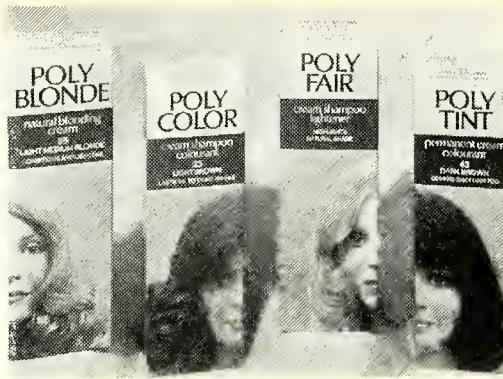
Pale orange is the predominant colour of the packs but each range — Poly Color, PolyTint, PolyBlonde and PolyFair — have different colour bands around the top of the packs. Although the Poly colourants remain basically the same, there are improvements to the formulation and fragrance, say the makers, and a new colour, silver grey, has been added to the PolyColor range.

A £100,000 advertising campaign will support the relaunch in April using women's magazines. Four advertisements will be used each of which depicts a "typical" user — glamorous blonde for PolyBlonde, young girl for PolyGlow — in attractive surroundings.

Point of sale material reflects the advertising campaign and includes headboards and a compact display unit that holds the entire range of Poly colourants made of lightweight Perspex and plastic and that shows the packs vertically. Shelf strips and window stickers are also available.

Ayds advertising extended

Cuticura Laboratories Ltd, Clivemont Road, Cordwallis Trading Estate, Maiden-



head, Berks, are extending their television advertising of Ayds to cover 90 per cent of the UK. Areas covered for four weeks starting February 24 are London, Trident, Stags, Granada, Westchan, Harlech, South and Midlands.

Advertisements in the *Sunday Express* and *Sunday Mirror* in February will feature a 10p coupon redeemable against a purchase of Ayds. At the same time a 10p coupon will be included in the two-week starter pack redeemable against the one month supply size.

Norlestrin appearance change

Parke, Davis & Co, Usk Road, Pontypool, Gwent, say that the finish of Norlestrin tablets has been changed from a pink flat-faced bevel-edged tablet embossed "P-D" on one side, to a plain, pink, sugar-coated tablet. The contents, norethisterone acetate 2.5mg and ethinyl-oestradiol 50mcg, remain unchanged.

Hiprex packaging

Riker Laboratories Morley Street, Loughborough, Leics, say that as a result of difficulties in obtaining stocks of roll-on caps for the standard amber bottle of Hiprex tablets 1g, it will be necessary to adopt the Securitainer pack as a temporary measure in order to maintain supplies. All 'Securitainers' will be clearly labelled as such and Hiprex tablets will be supplied in their usual bottle pack when stocks of roll-on caps are received.

Nutriplan soups offer

Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts AL7 1HF, are now selling in merchandisers of Nutriplan soups with "5p off next purchase" packs. The merchandisers hold the six soup flavours and the coupon inside each three-meal pack offers 5p off any Nutriplan product.

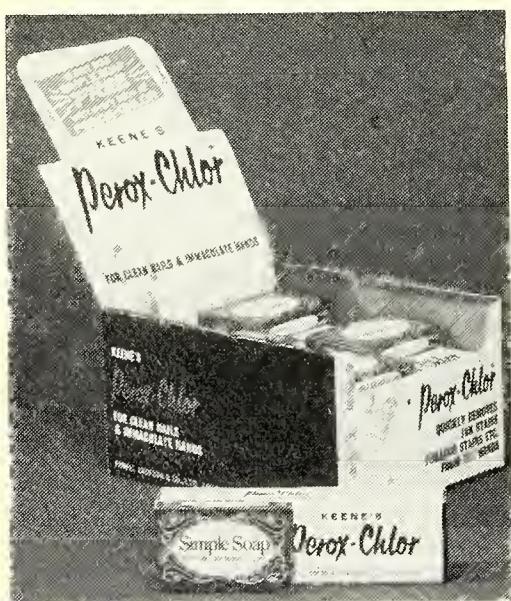
Bigger boost for Kotex

Kimberly-Clark Ltd, Larkfield, Maidstone, Kent, are to spend more than ever before to support Kotex Simplicity, New Freedom and Kotex feminine towels in 1975. £350,000 is to be spent on an advertising campaign which emphasises the name Kotex. Advertisements will appear in most leading women's and teenage magazines.

Gerber chemist-only competition

Gerber babyfoods, CPC (UK) Ltd, Claygate House, Esher, Surrey, has launched a "Count the packs" consumer competition in chemists only and a trade competition offering pharmacists the chance to win holidays in Thailand and the Algarve.

The consumer competition, which offers



A four-month promotion from Albion Soap Co Ltd, 77 Station Road, Hampton, Middlesex TW12 2DY, offers a guest size sample of Simple soap free with Perox-Chlor.

cash prizes totalling £1,000, is being advertised with special window bills and display cards instore while application forms are available from special shelf strip/leaflet holders. Contestants have to study the picture on the display material and guess how many jars of Gerber babyfood are shown in the illustration. In addition they must complete a tie-breaking slogan saying why they always count on Gerber products for their babies. Each entry must be accompanied by three Gerber babyfood labels or one Gerber concentrated fruit juice label.

Pharmacists who feature the competition in-store are invited to take part in a competition offering a first prize of a holiday for two in Thailand, including one week in Bangkok and one week at Pattaya Beach, Gulf of Siam; a second prize of a holiday for two in the Algarve; plus 100 runners up prizes of travelling alarm clocks. Contestants have to match illustrations of famous landmarks to their correct location and complete a sentence saying why they think Gerber is the fastest growing babyfood.

Gerber, whose factory is at Paisley, Scotland, has chosen Radio Clyde as a test area for a new radio commercial featuring Johnny Morris, in 21 spots over a three week period.

1974 prices until late February

Andre Philippe Ltd, 71 Gowan Avenue, Fulham, London SW6 6RJ, are offering all their products at 1974 prices until February 20 when the 1975 prices become effective.

Advertisement

Cartoning Error

Cystex Tablets

Batch No 3019

Knox Laboratories Ltd, 50 Weston Road, Aston Clinton, Aylesbury, Bucks, announce that an error has probably occurred in the assembly of the above batch of tablets.

The suspected error arises from the fact that Cystex tablets are manufactured and packed in two forms — one for export and one for "home trade" in the U.K.

It is suspected that a quantity of export formula tablets may have been packed into bottles and labelled accordingly, but that these bottles may then have been placed in error, into cartons bearing the "home trade" wording.

Would any wholesaler or retailer who holds stocks of Cystex tablets therefore please examine his entire stocks of these tablets, by removing the bottles from the cartons, and if any bottles bearing the above batch number (3019) are found, please return them immediately for examination to Arthur H. Cox & Co. Ltd., 93 Lewes Road, Brighton, BN2 3QJ Sussex. The free replacement of stocks (including reimbursement of postage) will be made as soon as possible by Knox Laboratories Ltd.

Redesigned packs

Calpol, Hypon and Emprazil packs, from the Wellcome Consumer Division, Crewe Hall, Crewe, Cheshire, have been redesigned to bring their appearance "up to date and to be more eye-catching on the pharmacy counter". The tablets are packed in foil strips — Hypon in 12 (£0.18½) and 24 (£0.35) tablet packs; Calpol 12 tablet pack (£0.13), 24 (£0.22½); Emprazil in a 12 tablet size only (£0.27½).

Hypon tablets have been reformulated. Each tablet contains aspirin 325mg, caffeine 10mg, codeine phosphate 5mg, and phenolphthalein 5mg. The Hypon dispensing packs of 300 and 600 which were discontinued are again available.

Baby's feeding set with Savlon

Savlon babycare cream, made by Avlex Ltd, ICI pharmaceuticals division, Alderley Park, Macclesfield, Cheshire, is featuring a special premium offer until September 30.

A four-piece feeding set is available for £1.25 (usual retail price over £2) plus two large (100g) or four small (50g) Savlon babycare cream cartons. There is a two-compartment heated plate with a suction base, an angled training spoon and fork together with a two-handed, self-righting trainer cup which is fitted with infant and toddler tops.

The feeder set is made from shatter-proof plastic and comes in a presentation box. The price includes postage and packing. The offer will be backed by leaflets and shelf strips.

Cologne promotions

Cologne Perfumery Ltd, Telford Road, Basingstoke, Hants, will be featuring three promotions this year. The first is a "special consumer offer" on the aerosol original 4711 eau de Cologne. The product, normally retailing at £1.20, will be offered for £1.00 until the end of February. A merchandiser, featuring the offer, holds 12 bottles plus a tester.

The makers have also produced three counter display units with a newly-designed header board using the slogan, "The freshest way to meet the day". One unit holds 36 mini bottles (£0.19) another 12 trial bottles (£0.38) and another 12 watch bottles (£0.59).

For St Valentine's Day or Mother's Day, Cologne Perfumery have produced



special presentations of the 22-cc size, 4711 original eau de Cologne (£0.66) and 22-cc size Tosca (£0.62) in heart-shaped packs.

Latest shade from Hiltone

Pearl cloud is the latest shade to be added to the Hiltone Shaders range by Beecham Proprietaries, Beecham House, Brentford, Middlesex. Like the other Shaders (£0.9), pearl cloud is water-based and is used as a shampoo adding ash tones to light and medium blonde hair. The whole Shaders range has been re-packaged in eye-catching new sachets.

Discontinued

Wellcome Consumer Division, Crewe Hall, Crewe, Cheshire, are to discontinue the 100-tablet bottle of Marzine travel sickness preparation. It is now available in the 10-tablet pack only.

Riker Laboratories, 1 Morley Street, Loughborough, Leicestershire, are to discontinue supplies of Ferroids and Folaemin when current factory stocks are exhausted.

Pharmax Ltd, Bourne Road, Bexley, Kent, DA5 1NX, are to discontinue supplies of both packs of Colomycin tablets 250,000 units when existing stocks are exhausted.

on TV next week

Ln — London; M — Midland; Lc — Lancashire; Y — Yorkshire; Sc — Scotland; WW — Wales and West; So — South; NE — North-east; A — Anglia; U — Ulster; We — Westward; B — Border; G — Grampian; E — Eireann; Cl — Channel Islands.

Aquafresh: All areas

Beecham powders range: WW, We, Cl

Beecham powders & Hot Lemon: All except WW, We, E, Cl

Bristows shampoo & conditioner: All areas

British Cod Liver oils: M, Lc, Y, NE

Buttercup syrup: M, Lc, Y, NE, B

Complan: All areas

Contac: Ln

Divident: So

Galloways: Ln, So, A

Grecian 2000: All except U

Mentho Lyptus: All except E

Oil of Ulay: Y, NE

Poli Grip: Ln, M, Sc, So, A

Ralgex: M, Sc, So, We, B

Rennie tablets: All areas

Ribena: All except WW

Rinstead pastilles: All areas

Super Poli Grip: Y, NE

Us hairspray: Lc

Venos cough mixture: All areas

Equipment

Unit dose packaging machine

A new small thermoforming and sealing machine for packaging tablets for hospitals and pharmacies is now being marketed in the UK by the Wolkogon Division of Klöckner-Ferromatik (UK) Ltd, Lock Lane, Millers Road, Warwick.

The unit, the EAS Unit Dose machine, is a small automatic packaging unit that forms, fills, closes and labels unit doses from reel stock packaging materials. Each unit dose pack of 25 x 50 mm is supplied with a removable, partly self-adhesive label on which the identity of the drug is printed.

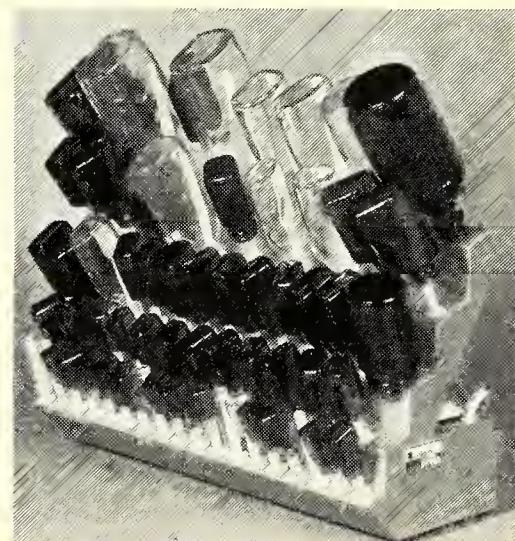
The machine is compact, simple, accurate and requires little maintenance, claims the company. Its capacity is said to be up to 48 strokes a minute, equaling 96 tablets a minute. The base material reel, PVC, is preheated by contact and thermoformed in two rows. After passing through the filling area, it is sealed and lidded with aluminium, labelled, printed, cut, perforated and punched.

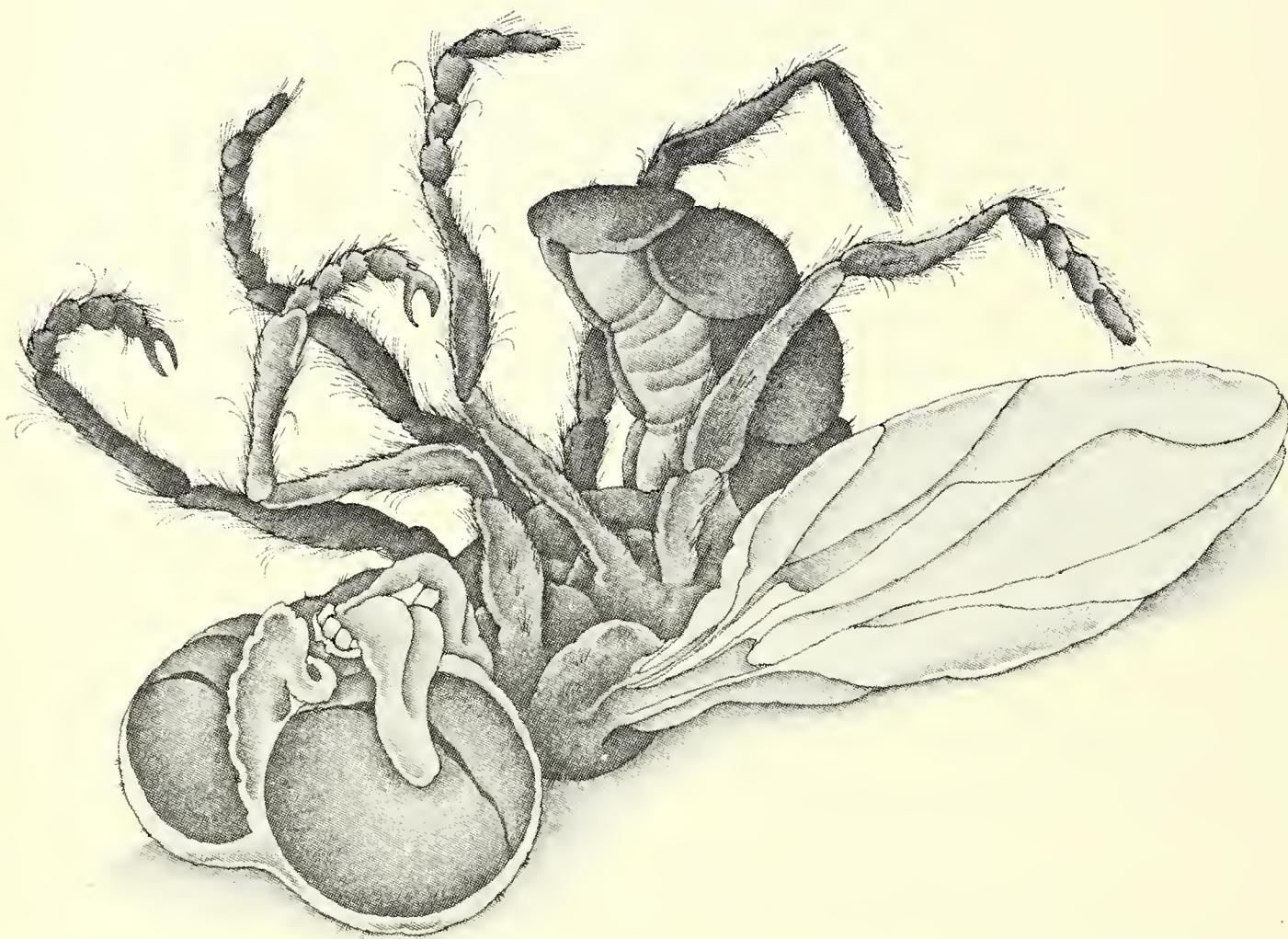
Bottle dryer for pharmacies

A small glassware/bottle dryer, suitable for use in a pharmacy, has been introduced by Nelldorn Ltd, 6 Lambardes, New Ash Green, Kent DA3 8HX. The unit, which has a maximum capacity of 60 items, is electrically powered and can be either wall mounted — taking up under 1½ sq ft of wall space — or free standing, when it is said to require less than 1 sq ft of work bench. Drying time is claimed to be 10-15 minutes, making it possible, says the company to dry 100 bottles for less than 2p.

To dry items, they are placed over nylon tubes to drain and, when switched on, fans inside the machine drive hot air into the items. If not all the tubes are required at any one time, the dryer operation can be adjusted by a simple control so that only 43 drying tubes are in operation.

The body of the unit is made of pressed and formed sheet steel coated with a rust inhibitor and finally stove enamelled. The bottle support tubes are in stain resistant nylon and are claimed not to damage even the most delicate glassware. The machine has a special introductory price of £52.92.





WE WANT TO HELP YOU MAKE A KILLING THIS SUMMER.

Last year nearly 4 million slow release fly killers were sold.

And well over half were Vapona.

In fact, last year we outsold any other competitive brand three to one. This year we plan to do better.

We'll be launching heavyweight advertising campaigns in the Womens' Press, and on TV, Radio and Posters.

It will cover the complete Vapona range from the traditional Strip to the Cassette.

So Vapona will be the brand your customers will be asking for.

And that's going to mean high

sales figures and really good profits.

There's big bonuses and stocking-in offers, too.

It all adds up to a big killing this year, make sure you're in on it.

Stock the brand leader, it's the only ammunition you'll need.

Vapona.



FOR FULL DETAILS OF THE VAPONA RANGE CONTACT YOUR VAPONA REP,
OR TEMANA U.K. LTD., SEALAND, CHESTER CH1 6BA. TEL. SAUGHALL 501.

Letters

The Lincolnshire case against Council

To receive, at the tender age of 33 years, two mentions in your editorial column in the space of three months must be regarded as a compliment indeed. It is not my intention to answer your criticism of last week as the tremendous response from members in terms of telephone calls, letters and invitations to address meetings assures me that my views are shared by a substantial proportion of the electorate.

However I am a little surprised that whilst I was praised by your journal in October for organising a conference to "ginger up" the Central Contractors Committee I was criticised in January for having a similar objective towards the Council of the Pharmaceutical Society. For, on the one hand we have the Central Contractors, who, with all their admitted failings, are practical working pharmacists devoted to improving the remuneration of chemist contractors and to a reasonable degree succeeding. On the other hand we have the Council some of whom work, all of whom claim to work, although I fail to appreciate how men who qualified in the early 1920's (almost before my father was born), can really have much left to contribute to pharmaceutical politics in 1975. The only contact between the Society and the people who own it, namely the members, is the demand for fees and the visit of the inspectorate.

The system seems to be to collect fees and then try to penalise those from whom they were collected! Against this background I find it difficult to understand your preference for the Council.

You, sir, must be aware that despite all the statements to the contrary, there is an open rift between Bloomsbury Square and Mallinson House. So great and bitter is the difference that some members have suggested that representative pharmacy faces its biggest crisis since the war. I regret that I find it difficult to refute this statement.

I hope that you will use your good offices by helping those of us who are trying to heal the wounds in a war that seems to have been largely caused by the recalcitrant attitude of the Council. I shall be interested in your comments.

Graham Walker
Spalding, Lincs

The Care issue has been poorly handled on both sides starting with the choice of name for the operation and ending with scalpels drawn on a point of detailed surgery, while the patient lies immobilised under a local anaesthetic wondering whether he ought to die on a point of principle or as a point of principle.

Retail pharmacy needs the principle.

Graham Walker, C. D. Ross, many other pharmacists and I recognise this as a natural development of retail pharmacy practice and "in the interest of the public". Part of our opposition to the Council, as mentor of both Ethics and Statutory Committees, stems from its lack of recognition of the principle in its application to the very existence of the independent contractor. Mr J. P. Kerr recognised in Council that "planning could reduce the number of pharmacies by half". Might I ask in whose interest that might be? Does the Government show a new willingness to pay the right rate for the job? Does our right to dispense rest solely on our ability to subsidise dispensing costs through counter trade? Where are our safeguards? How far does professionalism go before it automatically has to surrender to nationalisation?

Our attack upon Council is not made against specific individuals but against the bias they are beginning to show which might be equally attributed to their origins as members of the Society and/or to the system of election. The bias where it is evident is against the retailing majority and ranges from frivolous international pursuits to distended conferences; from degree-course orientation to ineffective political representation.

Neither G. B. Shaw nor Oscar Wilde could interpret "democracy" correctly so I do not expect to excel myself over the definition. I might nearly express my view of democracy in the PSGB by paraphrasing the words of Adam Smith (1723-1790): "To found a great cause for the sole purpose of retaining a shopfull of customers, may at first sight appear a project fit only for a Society of Shopkeepers. It is, however, a project altogether unfit for a Society of Shopkeepers, but extremely fit for a Society governed by Shopkeepers".

Well, we are not governed by retail pharmacists with any such cause in mind. The individual who perceives the need for a change of course has no chance on his own to get things done. We can only hope that those persuaded that "all is not right in Bloomsbury Square" will make the effort to stand for Council in the interests of the survival of retail pharmacy and the independent chemist.

Noel Baumber
Grantham, Lincs

Three years wasted?

May I congratulate Graham Walker and his colleagues on their decision to stand as candidates for election to the Society's Council on a platform for "democratic pharmacy". I wish them every success! As one who has been through the "procedure" seven years ago, when I was elected to Council on the Chemists' Action Group platform, I would respectfully suggest that Mr Walker should reconsider his decision. In view of present day priorities in pharmacy he would, in my opinion, waste three years of the undoubtedly talents and efforts which he and his colleagues possess, in their attempt to reform the Council. These same efforts and abilities could be better employed now in rallying and organising

contractors in his area in the fight for the viability of the independent contractor. Without "viability" there can be no "democracy" for the owners of deceased pharmacies.

The official "leaders" of pharmacy are there without a doubt for better or for worse. I have no doubt, however, that these leaders will bend to the will of the membership, providing of course, that independent contractors are willing to demonstrate that they have both the will and intention to survive! The Wiltshire chemist contractors have demonstrated this very point by their adoption of sanctions in support of the justified pay claim made by our negotiators some time ago. The Wiltshire contractors' action is to be even more admired in that they were undeterred in their sanctions by the refusal of Boots to join them.

Mr Walker and his colleagues, and in fact *all* Area Contractor Committees who are concerned about the "raw deal" we are receiving at the hands of successive governments, would do well to emulate and support the Wiltshire contractors in their fight for survival. For far too long contractors have sat on the "sidelines" as "observers". Those times have gone. What with increasing liquidity problems, greater reliance on NHS remuneration and totally unjust and unrealistic pay awards, it is time for a united effort by *all* chemist contractors to convince both our "leaders" and our "paymasters" that we are fighting for survival and will no longer accept unrealistic remuneration as a "fact" of life.

The machinery for our action is there, in the form of our Area Contractors Committees — the precedent has already been set by our Wiltshire colleagues. Let all those concerned about the future take action now, whilst there are still enough independents left to fight, Boots or no Boots. If we wait another seven years, independent pharmacies, under present conditions, may well have ceased to exist.

Stanley Blum
London W11

Open letter to Unichem

I would be pleased if you would give the enclosed "Open letter to the directors of Unichem" maximum publicity in your next issue.

A. R. Ritchie
Macarthy's Pharmaceuticals Ltd,
Romford, Essex

Gentlemen, You have caused to be published in this Journal an advertisement mentioning the name of this company; for simple vulgarity your copy is, I think, unequalled in the history of the pharmaceutical Press.

I am not entirely surprised that you have chosen to launch such an attack on your wholesale competitors, though I am saddened by the distasteful way in which it has been done; but I am astonished by the effrontery you have shown towards the profession which you exist to serve.

What, gentlemen, is your mandate for your statement that independent pharmacy is "up for auction"? What authority have you to indicate, on behalf of thousands of professional men and women

Continued on p 108

Letters

Continued from p 107

throughout the country, that their businesses are available to the highest bidder? And, should they for any reason wish to dispose of their pharmacies, what right have you to tell them how, or to whom, such disposals should be made?

You are well aware — though somewhat reticent on the point — that during some two hundred years in pharmacy Macarthy's has only once "bid" for retail pharmacies: in 1967 we outbid the Fine Fare Grocery Group for control of Savory & Moore. Some of us in pharmacy may feel that the bid was in the interests of the profession.

We cannot prevent your continued hostility towards ourselves, though we would like to hope that, in future, it will not be expressed in quite such a tasteless fashion, but we would, on behalf of the independent pharmacist, protest at the derogatory attitude you have taken towards him. You are in business to serve the pharmacist, not to insult him.

Verse or worse to Xrayser

"A high degree of disinterest, whatever that might mean."

Really uninspiring hair-raiser, your ideas are quite sisyphean.

The prodigal price of sugar, your memory of the last war,

If these are your idea of traumas, then your reflections I can only deplore.

"A high degree of disinterest, whatever that might mean."

Your heyday has gone, self-effacer, I am neither naive nor green.

One day we'll have a union man, to martial all our forces.

Will you still be sucking liquorice root, or at the end of your resources?

G. Urwin,
Newcastle upon Tyne.

Safety containers

Dr T. D. Whittet of the Department of Health is reported (C&D January 18, p 76) as saying that there is no reason why companies should not use reclosable or non-reclosable child-resistant containers for their products in advance of any legislation. He must surely be aware that the change to an alternative form of packaging, involving as it does the rearrangement of production lines, purchase of new machinery, reprinting of packaging and many other steps, involves pharmaceutical companies in the expenditure of very large amounts of money. Finance for such changes is difficult enough to obtain in normal circumstances — in the present economic climate it is unrealistic to expect companies to incur large capital expenditure for packaging which may not meet Government requirements in a few months time.

No conclusions are reached in the Medicines Commission report about the use of reclosable containers. The Proprietary Association of Great Britain has commented to the Ministers that their use should be allowed as an alternative

to the use of strip packaging. The industry is anxious to move ahead with the development of new forms of packaging. The Department of Health has a responsibility for giving a clear indication as to the types of safety packaging it will allow in the future.

In order that extra cost to the ultimate consumer is kept as low as possible it is vital that the decision as to acceptable types of safety packaging is made soon, and once made, is adhered to. We also regard as important the need to give manufacturers sufficient time to make the changeover — bearing in mind that the delivery time for packaging machinery is getting longer and longer, and the cost higher and higher.

A. R. Fuell
Secretary,
Proprietary Association of Great Britain
London WC1

'Axe' for product review

It is obvious that there is, in the opinion of the government, no economic crisis. For any country in dire economic circumstances would never dream of undertaking the crazy bureaucratic exercise envisaged by the people at the DHSS to review product licences of right. It is difficult for an ordinary mortal to understand the minds of people who create the type of system "elucidated" in these proposals. They obviously have no financial worries and appear to seek dictatorial powers in their search for "total" protection of the public — an impossible task!

Many of the products involved are very old and are in decline. Most would be off the market in the next ten years anyway and with the monitoring of adverse reactions already taking place it would seem that the chance of any unknown risks to the public from these products existing, is so low that the vast cost of this review should be the first in line for the government spending axe.

I understand that we are already losing several million pounds worth of exports because of the effect of bureaucracy on the smaller pharmaceutical manufacturers. The message is that this country must acknowledge that it does not have the natural resources to afford vast bureaucratic overheads. We must employ our expertise in producing and not choke it with policing.

R. J. Woodward
Director, G. O. Woodward & Co Ltd,
London SW15

Chemists and Care

May I suggest "Chemists Care—for you" — so they do, all of them. It would also put the skids under the Society's Council and Statutory Committee.

W. P. Richards,
Newcastle, Staffs.

Appeal

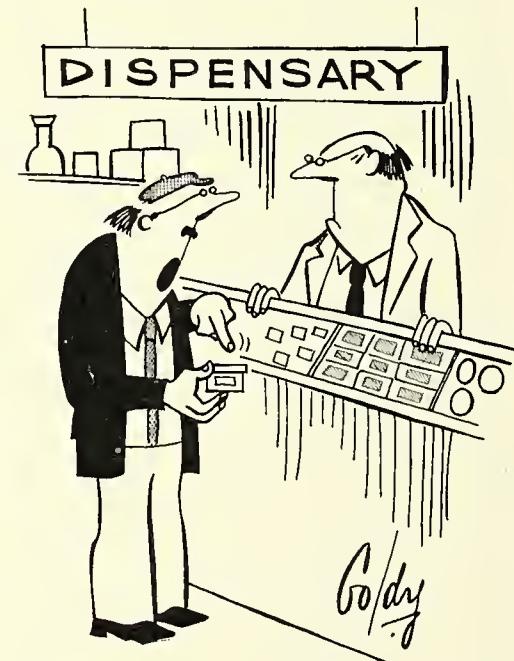
Most chemist shops find they have stock which is no longer saleable through a professional pharmacy. The majority of this stock can be put to use by sales at charity bazaars etc.

I appeal to pharmacists on behalf of both National Welfare and Cancer Research committees to examine their

stocks and let us have any items no longer required. We will take anything that does not come into a medical category. I can assure you that it will all be put to good charitable use and that we will refund all postage and expenses if required. Our workers are all voluntary, and our administrative expenses met privately, therefore all proceeds will go direct to the charitable causes.

Please help by dispatching anything to:

A. J. Marks,
Allan J. Marks (Chemists) Ltd,
AMIM House, Wharf Street,
Shipley, BD17 7DW,
West Yorkshire



"You've written here — 'take one tablet before retiring' — well I've got another five years to go yet!"

Coming events

Monday, January 27

Slough Branch, National Pharmaceutical Union, The White Horse, Bath Road, Slough, at 8 pm. Mr Brining will give a progress report on NHS remuneration discussions.

Tuesday, January 28

West Middlesex Branch, Pharmaceutical Society, West Middlesex Hospital medical centre, at 8 pm. Mr D. Miller on "Slimming and obesity". Northumbrian Branch, Pharmaceutical Society, Winthrop Laboratories, Fawdon, at 7.30 pm. Dr F. Fish on "Drugs DD" (drugs dependence, drug detection, drugs and driving).

Wednesday, January 29

Doncaster Branch, Pharmaceutical Society, Doncaster Royal Infirmary at 8 pm. Working dinner with guest, Mr W. Mott, area pharmaceutical officer.

Thursday, January 30

Leeds Branch, Pharmaceutical Society, Golden Lion Hotel, Lower Briggate, at 8 pm. Chairman's evening with guest speaker Mr M. Cowan.

Friday, January 31

Croydon Branch, Pharmaceutical Society, Greyhound Hotel, Park Lane, Croydon, at 8 pm. Mr F. Montague Jones on "A presentation on Scotch whisky".

Advance Information

Exhibition of perfumery and cosmetics (Cosmoprof) Bologna, Italy, April 24-28. Details: Piazza della Costituzione 6—40128 Bologna.

The European industrial leaders in 1974

Major changes between the 1973 and 1974 rankings of the European industrial leaders, are predicted in the current issue of *Point International*. With the exception of Shell and Unilever who remain first and second, the position of all the other leaders are predicted in the current issue states. BP rises from fifth to third, and of the chemical giants, whose sales and profits have leaped 30 per cent to 60 per cent, ICI rises from thirteenth to ninth, Bayer from tenth to eighth and Hoechst from ninth to seventh.

For the first time, no less than four European chemical firms — BASF, Hoechst, Bayer and ICI — will surpass Du Pont as the number one chemical manufacturer, according to the publisher's estimates. In an accompanying article, the newsletter marvels at the progress of the German giants. Twenty years ago, Rhone-Poulenc SA was larger than all of them, now it sells less than half of any of them. What is more amazing is that 35 years ago, I G Farbenindustrie (the predecessor of BASF, Hoechst and Bayer), was the same size as Du Pont. The combined sales of the German big three in 1974 are estimated to amount to about \$25,000m, or over three times the national and international sales of the American giant. The largest increase in sales and profits in 1973 and 1974 have been those of Imperial Chemical Industries Ltd.

US proposals on maximum reimbursable drug prices

The US Department of Health, Education and Welfare has produced legislation proposals to enable it to fix the maximum drug prices for reimbursement to pharmacists under social welfare programmes such as Medicaid.

According to the American Pharmaceutical Association's *Newsletter*, HEW proposes to limit cost reimbursement for multiple-source drugs under its health financing and service programmes to the lowest cost at which chemical equivalent drugs were "widely and consistently" available in the USA. The lowest cost is termed the "maximum allowable cost" (MAC).

The proposals however do not establish procedures for fixing the actual reimbursement, but would only set limits on what individual programmes could provide. The total cost reimbursed, except to hospitals, would also include a "reasonable" dispensing fee. In calculating the reimbursement, cost for the drug would be limited to the lesser of the MAC, or the actual acquisition cost plus 25 per

Position		Company	Europe's industrial giants		
1974	1973		Sales 74 (\$'000m)	Sales 73	Workers ('000)
1	1	Shell	26	17.2	170
2	2	Unilever	12	10.3	350
3	5	BP	11	7.3	69
4	3	IRI	11	9.6	470
5	4	Philips	10	8	410
6	7	BASF	8.5	5.9	110
7	9	Hoechst	8.5	5.7	160
8	10	Bayer	8	5.4	150
9	13	ICI	8	5	200
10	8	Siemens	7	5.7	300
11	12	Nestle	6	5	130
12	15	ITT (Europe)	6	4.9	240
13	6	Volkswagen	6	6.3	170
14	22	Montedison	6	4.1	160
—	—	—	—	—	—
21	29	Pechiney Ugine Kuhlmann	5	3.4	105
22	31	Akzo	4.8	3.3	105
—	—	—	—	—	—
24	33	Rhone-Poulenc	4.5	3.1	120

Source: *Point International*, published by Aries International, 15 AV Victor Hugo, Paris 75116.

cent of the amount by which the MAC may exceed the acquisition cost. The MAC would not apply, however, to a multiple source drug when the prescriber certifies in writing that only a specific brand was effective for or could be tolerated by a particular patient.

The regulations would establish a Pharmaceutical Reimbursement Board and Committee to fix the individual MACs. HEW also propose to provide comparative drug price information to pharmacists, physicians and other health care professions.

Progress towards equal pay in distributive trades

The distributive trades, one of the largest employers of female labour, made considerable progress between January 1970 and March 1974 towards equal pay, according to the Economic Progress Report No 58.

Discrimination had been removed in 12 out of 26 collective agreements and wage orders recorded by the Department of Employment. But in the remaining 14 the industry was lagging behind in the introduction of phased programmes. However, 10 out of the 21 industrial groups analysed were still operating some agreements which provided no advance towards equal pay.

The report, prepared by the information division of the Treasury, shows the extent to which women's pay falls below that of men. The distributive trades were among the six industries still with agreements for rates under 70 per cent of men's but were among the five with most agreements offering 90 per cent of men's rates.

New homes for DITB area offices

Three of the Distributive Industry Training Board's area offices have moved to new premises. The new addresses are: South London DITB, First Floor, 797 London Road, Thornton Heath, Surrey CR4 6AW; South West DITB, Fourth Floor, Northernhay House, Northernhay Place, Exeter EX4 3RL; and Wales DITB, 13th Floor, Chartist Tower, Dock Street, Newport, Gwent NP1 1DW.

Latest VPRS based on 'misconception'

There is at the moment real concern in Britain that the operation of the latest Voluntary Price Regulation Scheme for pharmaceutical products, "which now appears to have been based on a fundamental misconception of the market situation," may have brought their prices down to a dangerously low level. "In Britain, we need seriously to consider whether the re-introduction of more natural market influences may not in the long term be to the greater public good."

That was the warning contained in a paper presented on January 21 by Mr George Teeling-Smith, director of the Office of Health Economics, to the Australian and New Zealand Association for the Advancement of Science in Canberra. Mr Teeling-Smith continued: "In the meantime other Governments would be wise to remember the possible long-term risk of stifling innovation by meddling with a market in which, from *prima facie* evidence, there appears after all to be healthy and effective price competition" he said.

Introducing his paper, Mr Teeling-Smith said he was sure his hypothesis, and the implications flowing from it, would not immediately gain universal acceptance; but he hoped it would, nevertheless, be regarded as a useful step forward in the continuing debate between governments and industry on the thorny subject of pharmaceutical pricing. He then went on to argue that discussion of competition in the market for prescription medicines over the past 15 years "has been bedevilled by a fundamental mis-understanding of its nature".

One of the earliest problems arose in Britain where, from the start of the NHS in 1948, politicians had been obsessed by the idea that the "wicked" pharmaceutical manufacturers might "take the Service for a ride". This had resulted in the establishment in 1957 of the first Voluntary Price Regulation Scheme. By restricting NHS prices to those charged in export markets, this had been expected by the industry's critics to result in dramatic savings to the Health Service. In fact, the prices were generally lower than those elsewhere.

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VAT Recommended Retail Prices:

TUBES No. 2 14p each (Trade 1.17p doz)

TUBES No. 3 24p each (Trade £1.82p doz)

PLASTIC JARS 39p each (Trade £3.17p doz)

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University of Bradford Postgraduate School of Studies in Pharmacy

*Applications are invited for a short, intensive residential course for pre-registration graduates and recently-registered pharmacists, entitled:-

**"The Drug Tariff and Management Efficiency in the N.H.S. General Pharmaceutical Service".
April 6 - 9, 1975.**

The course is designed as an in-depth study of N.H.S. financial management and efficiency in general practice pharmacy. This will be related to a fundamental interpretation of the Drug Tariff. The costs of the course, including residential accommodation but excluding travelling expenses and incidentals, will be met by Scholl (UK) Ltd.

Further details and application forms for the very limited number of places are available from the course organisers:-

To: Drs. T.G. Booth and I.F. Jones, The Pharmacy Practice Research Unit, Postgraduate School of Studies in Pharmacy, University of Bradford, Bradford, BD7 1DP.

I should like to have further details and an application form.

Name

Address

*Applications must be returned by 14 February, 1975.

Company News

Hoechst-Roussel to enter OTC, buy Optrex

Two major "ethicals" manufacturers Hoechst UK Ltd and Roussel Laboratories Ltd, are to enter world over-the-counter markets and have acquired, on a 50:50 basis, the Optrex group of companies to provide them with an established platform.

Dr G. T. Bassil, the new managing director of Optrex Ltd, announced last week that the policy will be to expand the existing Optrex range—led by Optrex, Optrose, Famel and Panets—into general health care, "in line with the general development of self-medication". Market research will be used to find gaps in the market that Optrex can fill. Promised for "early 1975" are two new products in the dental and toiletries fields, both new to Optrex. Positive marketing policies will be pursued, involving heavier promotional effort and extensive television advertising.

Hoechst and Roussel have paid about £2.3m for Optrex, a substantial price which they can justify because of the goodwill held by the brand names. Projected turnover for the group in 1974-75 is £2.4m. Optrex was previously under British management but owned by a Liechtenstein holding company. The new board comprises Mr G. E. Powderham (chairman), Dr G. T. Bassil (managing director), Dr B. W. Cromie, Mr K. H. R. Collard, MPS, Mr G. H. Storch and Mr M. Simmonds.

The fate of the Optrex manufacturing facilities at Perivale, Middlesex, is not yet known, but it is realised that they will require eventual updating to comply with the medicines legislation. The 250 staff have, however, been given an assurance of security. Manufacture of Optrex lines in the "ethicals" facilities of the parent companies is not proposed, except possibly for sterile products, but the research complex at Milton Keynes will be used to develop new products and certain warehousing and distribution facilities will be pooled.

Optrex subsidiaries include Keldon Ltd, Medical Alginates Ltd and overseas interests, but the Optrex trademarks in France and South Africa, which are under different ownership, are not included in the deal. Hoechst have a 50.02 per cent stake in Roussel.

Manbre & Garton confident of upward trend

Turnover of Manbre & Garton Ltd in the year ended September 28, 1974, was up 30 per cent at £80.93m. Pre-tax profits rose 27 per cent to £5.41m.

An analysis of turnover and profit by activity shows: Starch products £29.73m; (£20.89m) and £4.12m (£2.38m); sugar

refining and distribution £46.78m (£41.07m) and £1.64m (£2.39m), and merchandising £4.42m and £205,000.

The directors state that in an exceptional year an important factor has been the growth in non-sugar interests.

For the current year, the directors are confident that the business will withstand the strains and stresses expected and that progress will continue.

CIBA-Geigy results hit by monetary parities

CIBA-Geigy Group sales in 1974 amounted to Sw Frs9,340m, a 15 per cent increase on the previous year. Part of this was due, however, to price adjustments necessitated by higher prices for raw materials. Acquisitions during 1974 accounted for 3 per cent of the sales increase. Exchange rates continued to have an adverse effect on the figures when expressed in Swiss francs, especially during the second half-year. The growth rate would have been 24 per cent, instead of 15 per cent, if monetary parities had remained stable. The pharmaceutical division's sales amounted to Sw Frs2,470m, an increase of 6 per cent over 1973.

The agrochemicals division made the biggest progress increasing by 34 per cent to Sw Frs2,240m.

Squibb buys new computer

The first of Honeywell's new series 60 Level 64 computers to be delivered to a customer anywhere in the world was formally switched on at the Moreton, Cheshire, premises of E. R. Squibb & Sons Ltd. The new computer can do the work of their former computer in half the time due to its use of the latest technology, said Peter Wilson, the company's systems/EDP manager. It also opens the way for Squibb to expand their data processing into "on-line" applications with the use of computer terminals connected by telephone lines to the central system, he added.

United Overseas creditors 'a substantial dividend'?

A pharmaceutical company, controlled by a group of Asians expelled from Uganda in 1972 by General Amin, was said at a creditors meeting in London on January 14 to have debts of £373,922.

The company which was compulsorily wound up in November (see *C&D*, November 23, 1974, p 745) is United Overseas Pharmaceuticals (London) Ltd, which had operated from a freehold factory at Girvan, Ayrshire. (The regi-

stered office is: Drivers House, Powerscroft Road, Footscray, Sidcup, Kent).

According to a statement of affairs as at the date of the appointment of a receiver by the bank in August 1974, the company's assets are valued at £193,909. But assistant official receiver, James Christmas, told creditors more recent information indicated that the assets would realise much more than that figure.

The receiver was negotiating for the sale of the factory, plant and equipment, and was expecting to realise a total of £426,000. After payment of expenses and other charges there was likely to be a substantial dividend for creditors. The debts comprised preferential creditors £15,294, a debenture claim of £180,863 and 188 unsecured creditors, £177,765.

The company was formed in 1971 with an issued share capital of £153,061 to act as agents in the UK for a partnership operating in Uganda. When the Asians were expelled in 1972 they came to the UK and started to expand the company's business, said Mr Christmas.

Directors in office at the date of the winding-up order were: P. R. Patel, B. A. Patel, D. C. Patel, A. J. Patel, E. Stylianou, N. S. Manji and B. H. Shah.

The company was said to have run into losses almost from the start of the expansion after 1972. Mr Shah had said that by August 1974 it was apparent that the company was insolvent and the bank was informed.

Creditors passed a resolution for the appointment of Mr Ronald P. Booth, FCA, of Booth White & Co., 1 Wardrobe Place, Carter Lane, London EC4, as liquidator.

Chemicals exports jump 70 per cent in 1974

Exports of the chemical industry increased by 70 per cent in 1974 to a record 2,148m. Despite imports increasing to £1,584m, the trade surplus due to chemicals, a record £564m, is up by 50 per cent. Thus chemicals have provided 30 per cent of the nation's trade surplus in manufactured goods.

Commenting on these figures, Mr. Martin Trowbridge, director general of the Chemical Industries Association, said "1974 exports are the harvest of chemical industry investment decisions in the late 1960's. The harvest of the late '70's will depend on the investment decisions we can afford to make this year and next. The figures reflect higher world chemical prices but in the main they represent a positive increase in the volume of exports. It is doubtful if 1975 will show an improvement of this magnitude".

Briefly

Colson & Kay Ltd have moved their offices and warehouse to 5 Edgeley Road Trading Estate, Cheadle Heath, Stockport, Cheshire SK3 0XB (telephone 061-480 0162).

Metal Box Ltd have moved their head office to Queens House, Forlenry Road, Reading RG1 3JH (telephone: 0734 58 1177), from Baker Street, London.

Company News

Continued from p 111

G. I. Du Pont de Nemours expect lower earnings in 1974 despite at least a 15 per cent increase in sales, Mr I. Shapiro, chairman, said in San Francisco. For the nine months of 1974, Du Pont's net profit declined to \$7.53 a share from \$9.11 a year before.

Appointments

Dymo Ltd have appointed Mr C. Ganderston managing director of their metro retail information systems division.

Ilford Ltd: Mr J. S. Fraser, M1 F. O. S. W. Hutchinson, company secretary, and Dr F. Trautweiler have been appointed to the board.

Seton Products Ltd, have appointed Miss A. Jennings representative within the boundary of the north-west Regional Health Authority; Mrs M. Sheffle, Wales; and Mr W. B. Burmiston, Trent R.H.A.

Ronson Products Ltd have appointed John Hawkins senior representative in their electrical division. He will cover the South and South-east Midlands and South Wales.

Fassett & Johnson Ltd: Mr A. Mair has been appointed southern area sales manager; Mr P. G. Davis, national sales manager and Mr A. B. Burbridge, promoted to northern area sales manager.

British Tissues Ltd: Re-organisation has led to the appointment of three regional sales managers. They are C. Macfarlane (North and Scotland); G. Richards (Midlands and West); P. Stephenson (London, Anglia and South-east).

Revlon International Corporation have appointed Mr Peter Diamond group managing director, with responsibility for Revlon business in the United Kingdom, Ireland, and a number of overseas distributor markets. Mr Charles Scanlan, British general manager, has been promoted to managing director of the Revlon British company.

Health & Safety Executive: Mr Jim Hammer has been appointed HM Chief Inspector of Factories. He has been a Deputy Chief Inspector of Factories for the past year and succeeds Mr Bryan Harvey who took up the post of Deputy Director of the Health and Safety Executive on January 1.

Gillette Industries Ltd: Tim Ashcroft, brand supervisor shaving, has been appointed razors and blades co-ordinator in the Gillette International marketing department, Boston, USA. David Waldron, marketing manager, Paper Mate, assumes responsibility for shaving products and Empress Ltd of Manchester. The latter firm was recently acquired by Gillette.

David Hancock, formerly a brand manager becomes marketing manager, Paper Mate, whilst David Geddes becomes brand manager shaving. The appointments are all effective from February 1.

Market News

PATCHOULI SLUMPS

London, January 22: A big fall in the price of patchouli was the main feature of the essential oil market during the week. From a quoted £6.00 kg in the previous week the oil was offered at £4.50 in both the spot and forward positions.

Elsewhere the changes were mixed; cedarwood, petitgrain, Ceylon cinnamon leaf, sandalwood and citronella were easier for shipment while lemongrass and Brazilian peppermint were slightly firmer.

Among spices there was interest shown in some gingers and in coriander seed but most crude drugs were quiet. Russian liquorice sort is again available. Easier were cherry bark, several balsams and tonquin beans.

Since last published in these columns the price of kaolin has been increased. Also dearer are some of the magnesium salts.

Pharmaceutical chemicals

Adrenaline: (Per g) 1-kg lots synthetic £0.25; acid tartrate £0.20 g.

Aminacrine hydrochloride: BP £45.83 per kg.

Ammonium bicarbonate: £68.60 metric ton nominal.

Ammonium acetate: BPC 1949 crystals £0.4245 kg in 50-kg lots; strong solution BP 1953 £0.158 kg in 200-kg lots.

Calcium lactate: 250 kg lots £412 metric ton.

Chloral hydrate: 50-kg lots £0.75 kg.

Calamine: BP £557.00 per 1,000 kg for 250-kg lots.

Cinchocaine hydrochloride: £49.50 kg.

Ether: Anaesthetic BP 2-litre bottles £1.76 each; 130-kg drums £0.84 kg. Solvent BP — per metric ton in 130-kg drums £588.

Ferrous fumarate: £1.50 kg for 50-kg lots.

Ferrous gluconate: £1.120 metric ton delivered.

Ferrous phosphate: In kegs £493.50 metric ton.

Gallic acid: BPC in 1,000-kg lots £2.32 kg, nominal.

Homatropine: Hydrobromide £56.00 kg; methyl bromide £58.00 kg.

Kaolin: BP natural £95.35 per 1,000 kg; light £102.45 ex works.

Magnesium carbonate: BP per 1,000 kg; heavy from £384; light £275.

Magnesium hydroxide: (metric ton) BPC light £800; 28% paste £340.

Magnesium oxide: BP per 1,000 kg heavy £1,186; light £800.

Magnesium trisilicate: £495 metric ton in 2½-ton lots.

Methyltestosterone: £220-£260 per kg.

Narcotine: Alkaloid and hydrochloride in 25-kg lots £15 kg.

Neomycin sulphate: £40.00-£42.00 kg.

Norethynodrel: £190-£230 kg.

PAS sodium: £1.40 kg.

Penicillin: Potassium, sodium or procaine, sterile, £14.50 per 1,000 Mu.

Pethidine hydrochloride: From £13.30 to £14.90 kg as to the maker and quantity. Subject to Misuse of Drugs Regulations.

Phosphoric acid: BP, sg 1.750, £0.2207 kg in 10-drum lots.

Phthalylsulphathiazole: 50-kg lots £1.60 kg.

Pilocarpine: 1-kg hydrochloride £96; nitrate £88.

Polymyxin B sulphate: £62.50 per 100 mu.

Potassium acid tartrate: BPC from £950 metric ton delivered in bags.

Potassium hydroxide: Pellets BP 1963 in 50 kg lots, £0.87 kg; sticks £2.94; technical flakes £0.3879.

Potassium phosphate: BPC 1949 in 50 kg lots, granular £1.0713 kg; powder £0.9214.

Progesterone: £120-£160 per kg.

Quinine: Minimum prices per kg; hydrochloride £91.50; sulphate £90.00, nominal.

Sodium thiosulphate: Photo' grade £103 metric ton, delivered. Supplies short.

Streptomycin: £18.00 kg base, dihydrostreptomycin £18.50 kg base.

Crude drugs

Aloes: Cape £1.300 metric ton, spot; £1,250, cif. Curacao £1,350 spot; no cif.

Balsams: (kg) Canada: £18.00 cif, Copaiba: BPC £2.35 spot; £2.15, cif. Peru: £8.10 spot; £7.30, cif (new-crop). Tolu: £3.60 spot; no cif.

Belladonna: (metric ton) Herb £425 spot; no cif. Leaves £800, cif. Root £400-£590 spot.

Benzoin: BP spot £64-£69.00 cwt; £63-£68.00, cif.

Buchu: Rounds £2.95 kg spot; £2.85, cif.

Camphor: Natural powder, £5.50 kg, cif; synthetic £0.78, cif.

Cardamoms: (per lb cif) Alleppy greens No. 1 £2.00; prime seeds £1.95.

Cascara: £1,000 metric ton spot.

Cassia: lignea Chinese £1,100 spot; £990, cif.

Cherry bark: Spot £530 metric ton; £525, cif.

Chillies: Nigerian funtua £370 ton, cif; Zanzibar £630, cif.

Cinnamon: (cif) Seychelles bark £395 ton.

Cloves: (Per ton, cif) —Ceylon £2,860; Madagascar £2,425, Zanzibar £2,450 nominal.

Cochineal: Spot. Peruvian silver-grey £15.00 kg; Tenerife black £22.00, cif nominal.

Colocynth pulp: Split, £720 metric ton.

Dandelion: Spot £830 metric ton; £800, cif.

Gentian: Root £2.00 kg spot; £1.90 cif.

Ginger: (ton, cif) Cochin £520, Sierra Leone £930; Jamaican No. 3 £895. Nigerian split £520, peeled £670.

Gums: Acacia, Kordofan cleaned sorts \$2,000 metric ton. Karaya No. 2 faq £25.25 cwt on the spot. Tragacanth: No. 1 £528 spot for 50 kg.

Henbane: Niger £1.25 kg spot; £1.10, cif.

Honey: (per ton in 6-cwt drums ex-warehouse) Australian light amber £420, medium £393, Canadian £568. Mexican £488.

Hydrastis: £9.50 kg spot; £9.40, cif.

Ipecacuanha: (kg) Costa Rica £350 spot; £3.20 cif. Matto Grosso spot nominal £5.30; £5.15, cif.

Jalap: Mexican whole tubers £1.80 kg, cif.

Kola nuts: W. African £1.60 metric ton, £150, cif.

Lanolin: 1,000 kg lots BP grades from £960; cosmetic £1,404; technical £940.

Lemon peel: £870, metric ton spot; £860, cif.

Liquorice root: Chinese £255 metric ton afloat £240, cif. Russian £260 spot; £230 cif. Block juice £1.50 kg. Spray-dried powder £1.45 kg spot.

Lobelia: European herb £920 metric ton spot; £880, cif; American coarse powder, £470.

Lycopodium: Indian £4.30 kg; £4.00, cif.

Mace: Grenada No. 1 £3,024 ton fob.

Menthol: Brazilian £15.00 kg spot £14.75, cif.

Chinese £22.00 spot; from £18.25, cif.

Nutmeg: (ton cif) East India 80's £1,675, 110's £1,650; bwp £1,320. West Indies £1,650 for sound unsorted.

Nux vomica: £140 metric ton spot; £130, cif.

Pepper: (ton cif) Sarawak black £795, white £900.

Pimento: (ton) Shipment \$(Jamaican) 2,500 fob.

Podophyllum: Root £485 metric ton, cif.

Quillaia: £1,400 metric ton spot; £1,350, cif.

Rhubarb: Chinese rounds 60% pinky £1.40 kg.

Sarsaparilla: £1.25 kg spot.

Seeds: (ton) Anise: China Star unselected £725 cif. Caraway: Dutch £365, cif. Celery: Indian £375, cif. Coriander: Moroccan for shipment £122, cif. Cumin: Indian £750, cif. Dill: Chinese for shipment £205; Indian £215, cif. Fennel: Indian £445, cif. Fenugreek: £110, cif. Mustard: £320-£340 spot.

Senega: No spot; shipment £6.60, kg cif nominal.

Senna: Tirunelveli faq manufacturing pods £0.25 kg; leaves No. 3 faq, £0.27.

Squill: Indian white £200 ton, cif.

Styrax: £2.50 kg spot; shipment £2.45, cif.

Tonquin beans: £1.30 spot; £1.25, cif.

Turmeric: Madras finger £280 metric ton, cif.

Valerian: Indian root £650 metric ton, cif.

Waxes: Bees' nominal. Candelilla £605 metric ton, spot; £590 cif. Carnauba fatty grey £1,525 spot; £1,200, cif. prime yellow £2,100; £2,000 cif.

Witchhazel leaves: Spot £1.85 kg; £1.80, cif.

Essential oils

Anise: £19.50 kg spot; £14.65; cif, nominal.

Bergamot: From £14.00 kg as to grade.

Bois de rose: Shipment £6.25 kg, cif.

Cade: Spanish £1.10 kg spot.

Camphor white: £2.00 kg spot and cif.

Cassia: Chinese £13.80 kg spot; £13.60, cif.

Cedarwood: Chinese £1.40 kg spot; £1.65, cif.

Cinnamon: Ceylon leaf £2.40 spot; £2.20, cif.

English distilled bark: £180 kg.

Citronella: Ceylon £1.90 kg spot £1.58, cif.

Eucalyptus: Chinese £6.25 kg spot; £5.70, cif.

Lemongrass: Spot £3.20 kg, spot; £3.10, cif.

Palmarosa: No East Indian. Brazilian spot £7.00.

Patchouli: £4.50 kg spot and cif.

Peppermint: (kg) Arvensis Brazilian £5.85 spot; £5.80, cif. Chinese £7.80 spot; £7.75, cif.

Petitgrain: £6.25 kg spot; £5.85, cif.

Sandalwood: Mysore spot and cif, £60.00 kg.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press but it should be noted that in the present state of the markets quotations change frequently.

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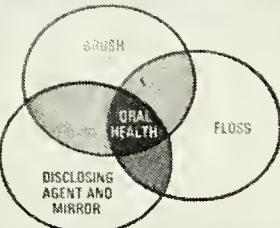
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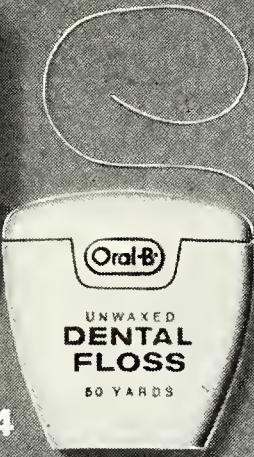
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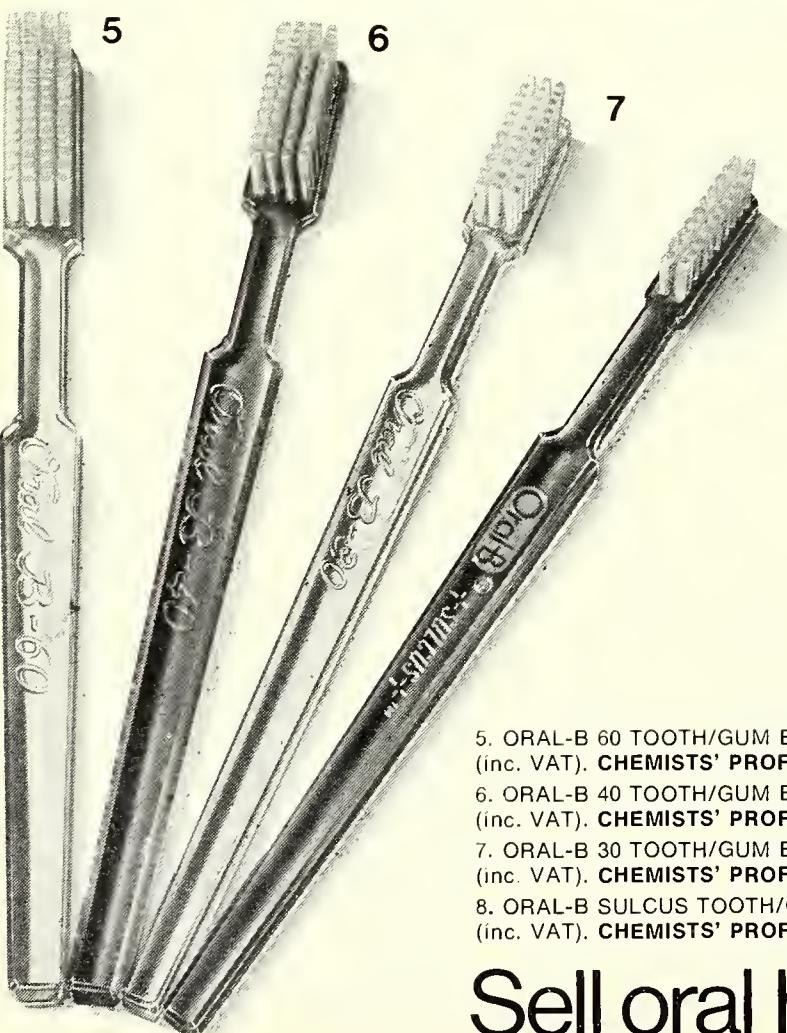
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